

For immediate release

Johnson & Johnson Reports Q3 2023 Results

- 2023 Third-Quarter reported sales growth of 6.8% to \$21.4 Billion with operational growth of 6.4%* and adjusted operational growth of 4.9%*. Operational growth excluding COVID-19 Vaccine of 9.0%*
- Earnings per share (EPS) of \$1.69 increasing 4.3% and adjusted EPS of \$2.66 increasing by 19.3%*
- Company is increasing 2023 full-year guidance midpoints for sales⁵ and adjusted EPS

New Brunswick, N.J. (October 17, 2023) – Johnson & Johnson (NYSE: JNJ) today announced results for third-quarter 2023. “Johnson & Johnson delivered strong results and significant pipeline advances in the third quarter, providing a solid foundation for future sustained growth,” said Joaquin Duato, Chairman of the Board and Chief Executive Officer. “With a sharpened focus on Innovative Medicine and MedTech solutions, Johnson & Johnson is innovating across the spectrum of healthcare and is poised to deliver the medical breakthroughs of tomorrow.”

Unless otherwise noted, the financial results and earnings guidance included below reflect the continuing operations of Johnson & Johnson. The Company recognized a one-time, non-cash gain of approximately \$21 billion in the quarter as part of discontinued operations related to the final separation of its Consumer Health business.

Overall Financial Results

	Q3		
(\$ in millions, except EPS)	2023	2022	% Change
Reported Sales	\$21,351	\$19,996	6.8%
Net Earnings	\$4,309	\$4,310	0.0%
EPS (diluted)	\$1.69	\$1.62	4.3%

	Q3		
Non-GAAP* (\$ in Millions, except EPS)	2023	2022	% Change
Operational Sales ^{1,2}			6.4%
Adjusted Operational Sales ^{1,3}			4.9%
Adjusted Net Earnings ^{1,4}	\$6,777	\$5,938	14.1%
Adjusted EPS (diluted) ^{1,4}	\$2.66	\$2.23	19.3%

¹ Non-GAAP financial measures refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

⁴ Excludes intangible amortization expense and special items

⁵ Excludes COVID-19 Vaccine

Note: Values may have been rounded

Regional Sales Results

Q3 (\$ in Millions)	% Change					
	2023	2022	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
U.S.	\$11,996	\$10,794	11.1%	11.1	-	8.9
International	9,355	9,202	1.6	0.7	0.9	0.3
Worldwide	\$21,351	\$19,996	6.8%	6.4	0.4	4.9

¹ Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

Note: Values may have been rounded

Segment Sales Results

Q3 (\$ in Millions)	% Change					
	2023	2022	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
Innovative Medicine	\$13,893	\$13,214	5.1%	4.3	0.8	4.4
MedTech	7,458	6,782	10.0	10.4	(0.4)	6.0
Worldwide	\$21,351	\$19,996	6.8%	6.4	0.4	4.9

¹ Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

Note: The Innovative Medicine segment was previously referred to as the Pharmaceutical segment

Values may have been rounded

Third Quarter 2023 Segment Commentary:

Adjusted operational sales* reflected below excludes the net impact of acquisitions and divestitures and translational currency.

Innovative Medicine

Innovative Medicine worldwide adjusted operational sales grew 4.4%*. Excluding the COVID-19 Vaccine, operational sales grew 8.2%*. Growth was driven by DARZALEX (daratumumab), ERLEADA (apalutamide), Other Oncology, and CARVYKTI (ciltacabtagene autoleucel) in Oncology, STELARA (ustekinumab), TREMFYA (guselkumab), and SIMPONI/SIMPONI ARIA (golimumab) in Immunology, SPRAVATO (esketamine) in Neuroscience, and UPTRAVI (selexipag) in Pulmonary Hypertension. Growth was partially offset by COVID-19 Vaccine (Ad26.COVS.S) in Infectious Diseases, ZYTIGA (abiraterone acetate) and IMBRUVICA (ibrutinib) in Oncology, and REMICADE (infliximab) in Immunology.

MedTech

MedTech worldwide adjusted operational sales grew 6.0%*, driven primarily by electrophysiology products in Interventional Solutions, wound closure products in General Surgery, contact lenses in Vision, and biosurgery in Advanced Surgery. MedTech worldwide operational sales grew 10.4%*, with the acquisition of Abiomed contributing 4.6%.

Notable New Announcements in the Quarter:

The information contained in this section should be read together with Johnson & Johnson's other disclosures filed with the Securities and Exchange Commission, including its Current Reports on Form 8-K, Quarterly Reports on Form 10-Q and Annual Reports on Form 10-K. Copies of these filings are available online at www.sec.gov, www.jnj.com or on request from Johnson & Johnson. The reader is also encouraged to review all other news releases and information available in the Investor Relations section of the company's website at [news releases](http://news.releases), as well as www.factsabouttalcal.com, www.factsaboutourprescriptionopioids.com, and www.LTLManagementInformation.com.

Regulatory	Biosense Webster Receives FDA Approval for Multiple Atrial Fibrillation Ablation Products to be Used in a Workflow Without Fluoroscopy	Press Release
	U.S. FDA Approves TALVEY (talquetamab-tgvs), a First-in-Class Bispecific Therapy for the Treatment of Patients with Heavily Pretreated Multiple Myeloma	Press Release
	European Commission Approves TALVEY (talquetamab), Janssen's Novel Bispecific Therapy for the Treatment of Patients with Relapsed and Refractory Multiple Myeloma	Press Release
	European Commission Approves Reduced Dosing Frequency for Janssen's Bispecific Antibody TECVAYLI (teclistamab)	Press Release
	Janssen Submits Application to the European Medicines Agency for RYBREVANT (amivantamab) in Combination with Chemotherapy for the First-Line Treatment of Adult Patients with Advanced Non-Small Cell Lung Cancer with Activating EGFR Exon 20 Insertion Mutations ¹	Press Release
	Janssen Submits Supplemental New Drug Application to the U.S. Food and Drug Administration Seeking Full Approval of BALVERSA (erdafitinib) for the Treatment of Patients with Locally Advanced or Metastatic Urothelial Carcinoma and Selected Fibroblast Growth Factor Receptor Gene Alterations	Press Release
	Janssen Submits Marketing Authorisation Application to the European Medicines Agency Seeking Approval of Erdafitinib for the Treatment of Patients with Locally Advanced or Metastatic Urothelial Cancer with Susceptible FGFR Alterations	Press Release
	U.S. FDA Approves AKEEGA (Niraparib and Abiraterone Acetate), the First-And-Only Dual Action Tablet for the Treatment of Patients with BRCA-Positive Metastatic Castration-Resistant Prostate Cancer	Press Release
Data Release	Janssen to Highlight Latest Research from Nipocalimab Clinical Development Program to Address Unmet Need in Myasthenia Gravis at AANEM 2023 Meeting ¹	Press Release
	Janssen Aims to Define New Standards of Care in the Treatment of Solid Tumor Cancers with Transformative Data Planned for Presentation at ESMO ¹	Press Release
	TREMFYA (guselkumab) Maintains Key Efficacy Endpoints Through Three Years for Adults with Moderately to Severely Active Crohn's Disease in a Phase 2 Study ¹	Press Release
	Janssen Highlights Latest Research for TREMFYA (guselkumab) and Investigational Targeted Oral Peptide JNJ-2113 in Moderate to Severe Plaque Psoriasis at the European Academy of Dermatology and Venereology (EADV) Congress ¹	Press Release
	Landmark Phase 3 MARIPOSA Study Meets Primary Endpoint Resulting in Statistically Significant and Clinically Meaningful Improvement in Progression-Free Survival for RYBREVANT (amivantamab-vmjw) plus Lazertinib Versus Osimertinib in Patients with EGFR-Mutated Non-Small Cell Lung Cancer	Press Release
	Phase 3 MARIPOSA-2 Study Meets Dual Primary Endpoint Resulting in Statistically Significant and Clinically Meaningful Improvement in Progression-Free Survival for RYBREVANT (amivantamab-vmjw) Plus Chemotherapy with and without Lazertinib versus Chemotherapy Alone in Patients with EGFR-Mutated Non-Small Cell Lung Cancer after Disease Progression on Osimertinib	Press Release
	Treatment with RYBREVANT (amivantamab-vmjw) and Lazertinib Plus Chemotherapy Showed Durable Progression-Free Survival in Patients with Previously Treated EGFR-Mutated Advanced Non-Small Cell Lung Cancer	Press Release
	Janssen to Highlight Latest Advances in Retina Portfolio at the European Society of Retina Specialists (EURETINA) 2023 Annual Meeting ¹	Press Release
Product Launch	Biosense Webster Launches the OPTRELL Mapping Catheter with TRUEref Technology for Mapping of Complex Cardiac Arrhythmias	Press Release
Other	Johnson & Johnson Announces Final Results of Exchange Offer and Finalizes Separation of Kenvue Inc.	Press Release
	Johnson & Johnson Announces Updated Financials and 2023 Guidance Following Completion of the Kenvue Separation	Press Release
	Johnson & Johnson Marks New Era as Global Healthcare Company with Updated Visual Identity	Press Release

¹ Subsequent to the quarter

Full-Year 2023 Guidance:

Johnson & Johnson does not provide GAAP financial measures on a forward-looking basis because the company is unable to predict with reasonable certainty the ultimate outcome of legal proceedings, unusual gains and losses, acquisition-related expenses, and purchase accounting fair value adjustments without unreasonable effort. These items are uncertain, depend on various factors, and could be material to Johnson & Johnson's results computed in accordance with GAAP.

(\$ in Billions, except EPS)	October 2023	August 2023
Adjusted Operational Sales ^{1,2,5} Change vs. Prior Year / Mid-point	7.2% – 7.7% / 7.5%	6.2% – 7.2% / 6.7%
Operational Sales ^{2,5} / Mid-point Change vs. Prior Year / Mid-point	\$84.4B – \$84.8B / \$84.6B 8.5% – 9.0% / 8.7%	\$83.6B – \$84.4B / \$84.0B 7.5% – 8.5% / 8.0%
Estimated Reported Sales ^{3,5} / Mid-point Change vs. Prior Year / Mid-point	\$83.6B – \$84.0B / \$83.8B 7.5% – 8.0% / 7.7%	\$83.2B – \$84.0B / \$83.6B 7.0% – 8.0% / 7.5%

Adjusted Operational EPS (Diluted) ^{2,4} / Mid-point Change vs. Prior Year / Mid-point	\$10.02 – \$10.08 / \$10.05 12.2% – 12.8% / 12.5%	\$9.90 – \$10.00 / \$9.95 11.0% – 12.0% / 11.5%
Adjusted EPS (Diluted) ^{3,4} / Mid-point Change vs. Prior Year / Mid-point	\$10.07 – \$10.13 / \$10.10 12.7% – 13.3% / 13.0%	\$10.00 – \$10.10 / \$10.05 12.0% – 13.0% / 12.5%
Average Shares Outstanding (Diluted) ⁶	~2,557.2	~2,557.2

¹ Non-GAAP financial measure; excludes the net impact of acquisitions and divestitures

² Non-GAAP financial measure; excludes the impact of translational currency

³ Calculated using Euro Average Rate: October 2023 = \$1.08 and July 2023 = \$1.09 (Illustrative purposes only)

⁴ Non-GAAP financial measure; excludes intangible amortization expense and special items

⁵ Excludes COVID-19 Vaccine

⁶ Full Year 2023 Projected Average Shares Outstanding (Diluted) only reflects impact from the Kenvue exchange offer

Note: Percentages may have been rounded

Other modeling considerations will be provided on the [webcast](#).

Webcast Information:

Johnson & Johnson will conduct a conference call with investors to discuss this earnings release today at 8:30 a.m., Eastern Time. A simultaneous webcast of the call for investors and other interested parties may be accessed by visiting the [Johnson & Johnson website](#). A replay and podcast will be available approximately two hours after the live webcast in the Investor Relations section of the company's website at [events-and-presentations](#).

About Johnson & Johnson:

At Johnson & Johnson, we believe health is everything. Our strength in healthcare innovation empowers us to build a world where complex diseases are prevented, treated, and cured, where treatments are smarter and less invasive, and solutions are personal. Through our expertise in Innovative Medicine and MedTech, we are uniquely positioned to innovate across the full spectrum of healthcare solutions today to deliver the breakthroughs of tomorrow, and profoundly impact health for humanity. Learn more at <https://www.jnj.com/>.

Non-GAAP Financial Measures:

* “Operational sales growth” excluding the impact of translational currency, “adjusted operational sales growth” excluding the net impact of acquisitions and divestitures and translational currency, as well as “adjusted net earnings”, “adjusted diluted earnings per share” and “adjusted operational diluted earnings per share” excluding after-tax intangible amortization expense and special items, are non-GAAP financial measures and should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. Except for guidance measures, reconciliations 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 [quarterly results](#).

Copies of the financial schedules accompanying this earnings release are available on the company's website at [quarterly results](#). These schedules include supplementary sales data, a condensed consolidated statement of earnings, reconciliations of non-GAAP financial measures, and sales of key products/franchises. Additional information on Johnson & Johnson, including adjusted income before tax by segment, an [Innovative Medicine pipeline](#) of selected compounds in late stage development and a copy of today's earnings call presentation can also be found in the Investor Relations section of the company's website at [quarterly results](#).

Note to Investors Concerning Forward-Looking Statements:

This press release 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, and market position and business strategy. The reader 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, including restructuring 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 realize the anticipated benefits from the separation of the Company's Consumer Health business; and the New Consumer Health Company's ability to succeed as a standalone publicly traded company. 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 1, 2023, 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 release speaks only as of the date of this release. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Innovative Medicine ^(1,2)					
U.S.	8,249	7,438	10.9	10.9	-
International	5,644	5,776	(2.3)	(4.3)	2.0
	13,893	13,214	5.1	4.3	0.8
Innovative Medicine excluding COVID-19 Vaccine ^(1,2)					
U.S.	8,249	7,438	10.9	10.9	-
International	5,603	5,287	5.9	4.3	1.6
	13,852	12,725	8.9	8.2	0.7
MedTech					
U.S.	3,747	3,356	11.6	11.6	-
International	3,711	3,426	8.3	9.2	(0.9)
	7,458	6,782	10.0	10.4	(0.4)
U.S.	11,996	10,794	11.1	11.1	-
International	9,355	9,202	1.6	0.7	0.9
Worldwide	21,351	19,996	6.8	6.4	0.4
U.S.	11,996	10,794	11.1	11.1	-
International	9,314	8,713	6.9	6.3	0.6
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 21,310	19,507	9.2 %	9.0	0.2

	NINE MONTHS				
	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Innovative Medicine ^(1,2)					
U.S.	23,090	21,229	8.8	8.8	-
International	17,947	18,171	(1.2)	0.8	(2.0)
	41,037	39,400	4.2	5.1	(0.9)
Innovative Medicine excluding COVID-19 Vaccine ^(1,2)					
U.S.	23,090	21,109	9.4	9.4	-
International	16,874	16,801	0.4	2.7	(2.3)
	39,964	37,910	5.4	6.4	(1.0)
MedTech					
U.S.	11,345	9,932	14.2	14.2	-
International	11,382	10,719	6.2	10.0	(3.8)
	22,727	20,651	10.0	12.0	(2.0)
U.S.	34,435	31,161	10.5	10.5	-
International	29,329	28,890	1.5	4.2	(2.7)
Worldwide	63,764	60,051	6.2	7.5	(1.3)
U.S.	34,435	31,041	10.9	10.9	-
International	28,256	27,520	2.7	5.5	(2.8)
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 62,691	58,561	7.1 %	8.4	(1.3)

Note: Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.

⁽¹⁾ Refer to supplemental sales reconciliation schedule

⁽²⁾ Previously referred to as Pharmaceutical

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

THIRD QUARTER

	2023	2022	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 11,996	10,794	11.1 %	11.1	-
Europe	4,727	4,844	(2.4)	(7.8)	5.4
Western Hemisphere excluding U.S.	1,171	1,059	10.5	12.8	(2.3)
Asia-Pacific, Africa	3,457	3,299	4.8	9.4	(4.6)
International	9,355	9,202	1.6	0.7	0.9
Worldwide	\$ 21,351	19,996	6.8 %	6.4	0.4

NINE MONTHS

	2023	2022	Percent Change		
			Total	Operations	Currency
	\$ 34,435	31,161	10.5 %	10.5	-
	15,448	15,540	(0.6)	(1.0)	0.4
	3,383	3,084	9.7	15.0	(5.3)
	10,498	10,266	2.2	8.7	(6.5)
	29,329	28,890	1.5	4.2	(2.7)
	\$ 63,764	60,051	6.2 %	7.5	(1.3)

Note: Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

THIRD QUARTER

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 21,351	100.0	\$ 19,996	100.0	6.8
Cost of products sold	6,606	30.9	6,172	30.9	7.0
Gross Profit	14,745	69.1	13,824	69.1	6.7
Selling, marketing and administrative expenses	5,400	25.3	4,975	24.9	8.5
Research and development expense	3,447	16.2	3,485	17.4	(1.1)
In-process research and development impairments	206	1.0	-	-	
Interest (income) expense, net	(182)	(0.8)	(99)	(0.5)	
Other (income) expense, net	499	2.3	226	1.1	
Restructuring	158	0.7	65	0.3	
Earnings before provision for taxes on income	5,217	24.4	5,172	25.9	0.9
Provision for taxes on income	908	4.2	862	4.3	5.3
Net earnings from Continuing Operations	\$ 4,309	20.2	\$ 4,310	21.6	0.0
Net earnings from Discontinued Operations, net of tax	21,719		148		
Net earnings	\$ 26,028		\$ 4,458		
Net earnings per share (Diluted) from Continuing Operations	\$ 1.69		\$ 1.62		4.3
Net earnings per share (Diluted) from Discontinued Operations	\$ 8.52		\$ 0.06		
Average shares outstanding (Diluted)	2,549.7		2,661.3		
Effective tax rate from Continuing Operations	17.4 %		16.7 %		
Adjusted earnings from Continuing Operations before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income from Continuing Operations	\$ 8,033	37.6	\$ 7,060	35.3	13.8
Net earnings from Continuing Operations	\$ 6,777	31.7	\$ 5,938	29.7	14.1
Net earnings per share (Diluted) from Continuing Operations	\$ 2.66		\$ 2.23		19.3
Effective tax rate from Continuing Operations	15.6 %		15.9 %		

⁽¹⁾ See Reconciliation of Non-GAAP Financial Measures.

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

NINE MONTHS

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 63,764	100.0	\$ 60,051	100.0	6.2
Cost of products sold	19,755	31.0	18,512	30.8	6.7
Gross Profit	44,009	69.0	41,539	69.2	5.9
Selling, marketing and administrative expenses	15,702	24.6	14,907	24.8	5.3
Research and development expense	10,605	16.6	10,425	17.4	1.7
In-process research and development impairments	255	0.4	610	1.0	
Interest (income) expense, net	(277)	(0.4)	(137)	(0.2)	
Other (income) expense, net	7,055	11.1	15	0.0	
Restructuring	433	0.6	200	0.4	
Earnings before provision for taxes on income	10,236	16.1	15,519	25.8	(34.0)
Provision for taxes on income	1,042	1.7	2,376	3.9	(56.1)
Net earnings from Continuing Operations	\$ 9,194	14.4	\$ 13,143	21.9	(30.0)
Net earnings from Discontinued Operations, net of tax	21,910		1,278		
Net earnings	\$ 31,104		\$ 14,421		
Net earnings per share (Diluted) from Continuing Operations	\$ 3.53		\$ 4.93		(28.4)
Net earnings per share (Diluted) from Discontinued Operations	\$ 8.42		\$ 0.48		
Average shares outstanding (Diluted)	2,603.4		2,667.5		
Effective tax rate from Continuing Operations	10.2 %		15.3 %		

Adjusted earnings from continuing operations before provision for taxes and net earnings ⁽¹⁾

Earnings before provision for taxes on income from Continuing Operations	\$ 23,574	37.0	\$ 21,491	35.8	9.7
Net earnings from Continuing Operations	\$ 19,847	31.1	\$ 18,364	30.6	8.1
Net earnings per share (Diluted) from Continuing Operations	\$ 7.62		\$ 6.89		10.6
Effective tax rate from Continuing Operations	15.8 %		14.6 %		

⁽¹⁾ See Reconciliation of Non-GAAP Financial Measures.

Johnson & Johnson and Subsidiaries
Reconciliation of Non-GAAP Financial Measures

(Dollars in Millions Except Per Share Data)	Third Quarter		Nine Months Ended	
	2023	2022	2023	2022
Net Earnings from Continuing Operations, after tax- as reported	\$4,309	\$4,310	\$9,194	\$13,143
<i>Pre-tax Adjustments</i>				
Litigation related	(51)	219	6,986	604
Intangible Asset Amortization expense	1,132	958	3,384	2,967
COVID-19 Vaccine related costs ¹	44	377	653	653
Restructuring related ²	384	92	659	253
Medical Device Regulation ³	74	78	223	208
Acquisition, integration and divestiture related	22	-	102	-
(Gains)/losses on securities	1,005	164	1,076	684
IPR&D impairments	206	-	255	610
Other	-	-	-	(7)
<i>Tax Adjustments</i>				
Tax impact on special item adjustments ⁴	(482)	(312)	(2,769)	(900)
Tax legislation and other tax related	134	52	84	149
Adjusted Net Earnings from Continuing Operations, after tax	\$6,777	\$5,938	\$19,847	\$18,364
Average shares outstanding (Diluted)	2,549.7	2,661.3	2,603.4	2,667.5
Adjusted net earnings per share from Continuing Operations (Diluted)	\$2.66	\$2.23	\$7.62	\$6.89
Operational adjusted net earnings per share from Continuing Operations (Diluted)	\$2.54		\$7.60	

Notes:

- COVID-19 Vaccine related costs include remaining commitments and obligations, including external manufacturing network exit costs and required clinical trial expenses, associated with the Company's completion of its COVID-19 vaccine contractual commitments.
- In fiscal 2023, the company completed a prioritization of its research and development (R&D) investment within the Innovative Medicine segment to focus on the most promising medicines with the greatest benefit to patients. This resulted in the exit of certain programs within therapeutic areas. The R&D program exits are primarily in infectious diseases and vaccines including the discontinuation of its respiratory syncytial virus (RSV) adult vaccine program, hepatitis and HIV development. The restructuring expenses of \$149 million in the quarter (\$424 million Q3 YTD) include the termination of partnered and non-partnered program costs and asset impairments.

In the third quarter of 2023, the company initiated a restructuring program of its Orthopaedics franchise within the MedTech segment to streamline operations by exiting certain markets, product lines and distribution network arrangements. The restructuring expense in the quarter of \$235 million primarily includes inventory and instrument reserves related to the market and product exits.
- European Medical Device Regulation (MDR) costs represent one-time compliance costs for the Company's previously registered products. MDR is a replacement of the existing European Medical Devices Directive regulatory framework, and manufacturers of currently marketed medical devices were required to comply with EU MDR beginning in May 2021. The Company considers the adoption of EU MDR to be a significant one-time regulatory change and is not indicative of on-going operations. The Company has excluded only external third-party regulatory and consulting costs from its MedTech operating segments' measures of profit and loss used for making operating decisions and assessing performance which is expected to be completed during 2024.
- The tax impact related to special item adjustments reflects the current and deferred income taxes associated with the above pre-tax special items in arriving at adjusted earnings.

Johnson & Johnson and Subsidiaries
Reconciliation of Non-GAAP Financial Measure

Adjusted Operational Sales Growth
THIRD QUARTER 2023 ACTUAL vs. 2022 ACTUAL

	Segments		
	Innovative Medicine	MedTech	Total
WW As Reported	5.1%	10.0%	6.8%
U.S.	10.9%	11.6%	11.1%
International	(2.3)%	8.3%	1.6%
WW Currency	0.8	(0.4)	0.4
U.S.	-	-	-
International	2.0	(0.9)	0.9
WW Operational	4.3%	10.4%	6.4%
U.S.	10.9%	11.6%	11.1%
International	(4.3)%	9.2%	0.7%
Abiomed		(4.6)	(1.6)
U.S.		(7.6)	(2.3)
International		(1.7)	(0.6)
All Other Acquisitions and Divestitures	0.1	0.2	0.1
U.S.	0.0	0.3	0.1
International	0.2	0.1	0.2
WW Adjusted Operational	4.4%	6.0%	4.9%
U.S.	10.9%	4.3%	8.9%
International	(4.1)%	7.6%	0.3%

Note: Percentages are based on actual, non-rounded figures and may not sum

Johnson & Johnson and Subsidiaries
Reconciliation of Non-GAAP Financial Measure

Adjusted Operational Sales Growth
NINE MONTHS 2023 ACTUAL vs. 2022 ACTUAL

	<u>Segments</u>		
	<u>Innovative Medicine</u>	<u>MedTech</u>	<u>Total</u>
WW As Reported	4.2%	10.0%	6.2%
U.S.	8.8%	14.2%	10.5%
International	(1.2)%	6.2%	1.5%
WW Currency	(0.9)	(2.0)	(1.3)
U.S.	-	-	-
International	(2.0)	(3.8)	(2.7)
WW Operational	5.1%	12.0%	7.5%
U.S.	8.8%	14.2%	10.5%
International	0.8%	10.0%	4.2%
Abiomed		(4.7)	(1.6)
U.S.		(7.9)	(2.5)
International		(1.6)	(0.6)
All Other Acquisitions and Divestitures	0.1	0.1	0.1
U.S.	0.0	0.1	0.0
International	0.2	0.0	0.1
WW Adjusted Operational	5.2%	7.4%	6.0%
U.S.	8.8%	6.4%	8.0%
International	1.0%	8.4%	3.7%

Note: Percentages are based on actual, non-rounded figures and may not sum

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
INNOVATIVE MEDICINE SEGMENT^(2,3,4)					
IMMUNOLOGY					
US	\$ 3,193	2,876	11.0%	11.0%	-
Intl	1,656	1,411	17.4%	15.2%	2.2%
WW	4,849	4,287	13.1%	12.4%	0.7%
REMICADE					
US	296	350	-15.4%	-15.4%	-
US Exports ⁽⁵⁾	38	39	-2.5%	-2.5%	-
Intl	127	169	-25.1%	-24.3%	-0.8%
WW	461	558	-17.4%	-17.1%	-0.3%
SIMPONI / SIMPONIARIA					
US	310	298	3.9%	3.9%	-
Intl	319	248	29.1%	30.2%	-1.1%
WW	629	545	15.3%	15.8%	-0.5%
STELARA					
US	1,912	1,655	15.5%	15.5%	-
Intl	951	794	19.9%	16.2%	3.7%
WW	2,864	2,449	16.9%	15.8%	1.1%
TREMFYA					
US	634	530	19.6%	19.6%	-
Intl	258	200	29.0%	26.3%	2.7%
WW	891	729	22.2%	21.5%	0.7%
OTHER IMMUNOLOGY					
US	2	5	-47.1%	-47.1%	-
Intl	0	0	-	-	-
WW	2	5	-47.1%	-47.1%	-
INFECTIOUS DISEASES					
US	360	390	-7.8%	-7.8%	-
Intl	500	905	-44.8%	-50.7%	5.9%
WW	859	1,295	-33.6%	-37.8%	4.2%
COVID-19 VACCINE					
US	0	0	-	-	-
Intl	41	489	-91.5%	-97.8%	6.3%
WW	41	489	-91.5%	-97.8%	6.3%
EDURANT / nilipivirine					
US	9	9	10.2%	10.2%	-
Intl	287	237	21.4%	13.4%	8.0%
WW	297	245	21.0%	13.3%	7.7%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	345	372	-7.3%	-7.3%	-
Intl	102	112	-9.5%	-15.0%	5.5%
WW	447	485	-7.8%	-9.0%	1.2%
OTHER INFECTIOUS DISEASES					
US	5	10	-42.7%	-42.7%	-
Intl	69	68	2.0%	5.5%	-3.5%
WW	74	77	-3.6%	-0.5%	-3.1%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
INNOVATIVE MEDICINE SEGMENT^(2,3,4)					
IMMUNOLOGY					
US	\$ 8,506	8,230	3.3%	3.3%	-
Intl	4,951	4,587	7.9%	10.3%	-2.4%
WW	13,457	12,817	5.0%	5.9%	-0.9%
REMICADE					
US	849	1,099	-22.7%	-22.7%	-
US Exports ⁽⁵⁾	112	163	-31.3%	-31.3%	-
Intl	449	606	-25.9%	-23.0%	-2.9%
WW	1,410	1,868	-24.5%	-23.6%	-0.9%
SIMPONI / SIMPONIARIA					
US	866	886	-2.3%	-2.3%	-
Intl	829	797	4.1%	8.6%	-4.5%
WW	1,695	1,682	0.8%	2.9%	-2.1%
STELARA					
US	5,180	4,766	8.7%	8.7%	-
Intl	2,925	2,571	13.8%	15.5%	-1.7%
WW	8,105	7,336	10.5%	11.1%	-0.6%
TREMFYA					
US	1,490	1,303	14.4%	14.4%	-
Intl	747	613	21.9%	24.0%	-2.1%
WW	2,237	1,916	16.8%	17.4%	-0.6%
OTHER IMMUNOLOGY					
US	9	14	-36.1%	-36.1%	-
Intl	0	0	-	-	-
WW	9	14	-36.1%	-36.1%	-
INFECTIOUS DISEASES					
US	1,147	1,266	-9.4%	-9.4%	-
Intl	2,420	2,642	-8.4%	-9.3%	0.9%
WW	3,566	3,908	-8.7%	-9.3%	0.6%
COVID-19 VACCINE					
US	0	120	*	*	-
Intl	1,073	1,370	-21.6%	-23.0%	1.4%
WW	1,073	1,490	-27.9%	-29.2%	1.3%
EDURANT / nilipivirine					
US	26	27	-0.5%	-0.5%	-
Intl	816	691	18.2%	16.4%	1.8%
WW	843	718	17.5%	15.8%	1.7%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	1,105	1,096	0.9%	0.9%	-
Intl	310	354	-12.5%	-13.0%	0.5%
WW	1,415	1,450	-2.4%	-2.5%	0.1%
OTHER INFECTIOUS DISEASES					
US	15	24	-35.5%	-35.5%	-
Intl	220	228	-3.4%	0.8%	-4.2%
WW	235	251	-6.4%	-2.6%	-3.8%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE					
US	1,036	919	12.7%	12.7%	-
Intl	706	763	-7.4%	-5.1%	-2.3%
WW	1,742	1,681	3.6%	4.8%	-1.0%
CONCERTA / Methylphenidate					
US	57	41	38.1%	38.1%	-
Intl	133	117	13.6%	15.5%	-1.9%
WW	189	158	20.0%	21.4%	-1.4%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	730	684	6.8%	6.8%	-
Intl	299	348	-14.0%	-14.4%	0.4%
WW	1,029	1,031	-0.2%	-0.3%	0.1%
SPRAVATO					
US	154	88	75.1%	75.1%	-
Intl	29	12	*	*	*
WW	183	100	82.1%	81.0%	1.1%
OTHER NEUROSCIENCE					
US	94	106	-11.3%	-11.3%	-
Intl	245	286	-13.9%	-7.8%	-6.1%
WW	340	393	-13.2%	-8.7%	-4.5%
ONCOLOGY					
US	2,219	1,812	22.5%	22.5%	-
Intl	2,313	2,252	2.7%	0.7%	2.0%
WW	4,533	4,064	11.5%	10.4%	1.1%
CARVYKTI					
US	140	55	*	*	*
Intl	12	-	*	*	*
WW	152	55	*	*	*
DARZALEX					
US	1,369	1,097	24.8%	24.8%	-
Intl	1,130	955	18.3%	16.0%	2.3%
WW	2,499	2,052	21.8%	20.7%	1.1%
ERLEADA					
US	288	254	12.9%	12.9%	-
Intl	342	235	45.8%	42.3%	3.5%
WW	631	490	28.7%	27.0%	1.7%
IMBRUVICA					
US	264	353	-25.2%	-25.2%	-
Intl	545	559	-2.5%	-4.6%	2.1%
WW	808	911	-11.3%	-12.6%	1.3%
ZYTIGA / abiraterone acetate					
US	16	16	-2.8%	-2.8%	-
Intl	199	440	-54.9%	-55.1%	0.2%
WW	214	456	-53.0%	-53.2%	0.2%
OTHER ONCOLOGY					
US	143	37	*	*	*
Intl	86	64	34.5%	30.4%	4.1%
WW	229	100	*	*	*

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE					
US	3,043	2,658	14.5%	14.5%	-
Intl	2,296	2,498	-8.1%	-4.2%	-3.9%
WW	5,339	5,156	3.5%	5.4%	-1.9%
CONCERTA / Methylphenidate					
US	191	114	67.4%	67.4%	-
Intl	412	362	13.8%	19.0%	-5.2%
WW	603	476	26.7%	30.7%	-4.0%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	2,164	2,036	6.3%	6.3%	-
Intl	940	1,097	-14.3%	-11.9%	-2.4%
WW	3,104	3,132	-0.9%	-0.1%	-0.8%
SPRAVATO					
US	409	223	83.1%	83.1%	-
Intl	74	32	*	*	*
WW	483	255	88.8%	88.7%	0.1%
OTHER NEUROSCIENCE					
US	278	285	-2.3%	-2.3%	-
Intl	870	1,007	-13.5%	-8.5%	-5.0%
WW	1,149	1,293	-11.0%	-7.1%	-3.9%
ONCOLOGY					
US	6,177	5,073	21.8%	21.8%	-
Intl	6,865	6,983	-1.7%	0.3%	-2.0%
WW	13,043	12,056	8.2%	9.3%	-1.1%
CARVYKTI					
US	324	79	*	*	*
Intl	17	-	*	*	*
WW	341	79	*	*	*
DARZALEX					
US	3,882	3,071	26.4%	26.4%	-
Intl	3,312	2,823	17.3%	19.7%	-2.4%
WW	7,194	5,894	22.1%	23.2%	-1.1%
ERLEADA					
US	778	693	12.2%	12.2%	-
Intl	961	647	48.7%	51.0%	-2.3%
WW	1,740	1,340	28.8%	30.9%	-1.1%
IMBRUVICA					
US	796	1,072	-25.8%	-25.8%	-
Intl	1,681	1,847	-8.0%	-7.6%	-1.4%
WW	2,476	2,918	-15.2%	-14.2%	-1.0%
ZYTIGA / abiraterone acetate					
US	41	54	-24.9%	-24.9%	-
Intl	646	1,446	-55.3%	-53.6%	-1.7%
WW	686	1,500	-54.2%	-52.6%	-1.6%
OTHER ONCOLOGY					
US	357	104	*	*	*
Intl	248	220	12.5%	13.8%	-1.3%
WW	605	324	86.5%	87.4%	-0.9%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
PULMONARY HYPERTENSION					
US	680	604	12.6%	12.6%	-
Intl	274	247	10.5%	11.7%	-1.2%
WW	954	852	12.0%	12.4%	-0.4%
OPSUMIT					
US	323	289	12.2%	12.2%	-
Intl	166	152	9.3%	8.6%	0.7%
WW	490	441	11.2%	10.9%	0.3%
UPTRAVI					
US	336	283	18.9%	18.9%	-
Intl	66	50	30.9%	33.8%	-2.9%
WW	402	333	20.7%	21.1%	-0.4%
OTHER PULMONARY HYPERTENSION					
US	20	33	-37.1%	-37.1%	-
Intl	42	46	-7.5%	-2.1%	-5.4%
WW	63	78	-19.8%	-16.6%	-3.2%
CARDIOVASCULAR / METABOLISM / OTHER					
US	763	837	-8.8%	-8.8%	-
Intl	194	198	-2.1%	-4.7%	2.6%
WW	957	1,034	-7.5%	-8.0%	0.5%
XARELTO					
US	625	689	-9.4%	-9.4%	-
Intl	-	-	-	-	-
WW	625	689	-9.4%	-9.4%	-
OTHER					
US	139	147	-6.1%	-6.1%	-
Intl	194	198	-2.1%	-4.7%	2.6%
WW	332	345	-3.8%	-5.3%	1.5%
TOTAL INNOVATIVE MEDICINE					
US	8,249	7,438	10.9%	10.9%	-
Intl	5,644	5,776	-2.3%	-4.3%	2.0%
WW	\$ 13,893	\$ 13,214	5.1%	4.3%	0.8%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
PULMONARY HYPERTENSION					
US	1,964	1,736	13.1%	13.1%	-
Intl	835	810	3.0%	7.4%	-4.4%
WW	2,798	2,547	9.9%	11.3%	-1.4%
OPSUMIT					
US	924	827	11.8%	11.8%	-
Intl	512	495	3.5%	6.8%	-3.3%
WW	1,437	1,322	8.7%	9.9%	-1.2%
UPTRAVI					
US	978	824	18.7%	18.7%	-
Intl	185	162	14.1%	18.6%	-4.5%
WW	1,163	986	18.0%	18.7%	-0.7%
OTHER PULMONARY HYPERTENSION					
US	61	86	-28.4%	-28.4%	-
Intl	137	154	-10.5%	-2.6%	-7.9%
WW	199	239	-16.9%	-11.8%	-5.1%
CARDIOVASCULAR / METABOLISM / OTHER					
US	2,254	2,266	-0.5%	-0.5%	-
Intl	580	651	-10.8%	-9.8%	-1.0%
WW	2,834	2,916	-2.8%	-2.6%	-0.2%
XARELTO					
US	1,840	1,806	1.9%	1.9%	-
Intl	-	-	-	-	-
WW	1,840	1,806	1.9%	1.9%	-
OTHER					
US	414	459	-9.9%	-9.9%	-
Intl	580	651	-10.8%	-9.8%	-1.0%
WW	994	1,110	-10.5%	-9.8%	-0.7%
TOTAL INNOVATIVE MEDICINE					
US	23,090	21,229	8.8%	8.8%	-
Intl	17,947	18,171	-1.2%	0.8%	-2.0%
WW	\$ 41,037	\$ 39,400	4.2%	5.1%	-0.9%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT^(2,3)					
INTERVENTIONAL SOLUTIONS					
US	\$ 891	547	63.0%	63.0%	-
Intl	667	513	29.9%	32.2%	-2.3%
WW	1,558	1,060	47.0%	48.1%	-1.1%
ELECTROPHYSIOLOGY					
US	611	520	17.6%	17.6%	-
Intl	549	453	21.2%	23.4%	-2.2%
WW	1,161	973	19.3%	20.3%	-1.0%
ABIOMED					
US	254	-	*	*	-
Intl	57	-	*	*	-
WW	311	-	*	*	-
OTHER INTERVENTIONAL SOLUTIONS					
US	26	27	-3.2%	-3.2%	-
Intl	61	60	1.0%	3.7%	-2.7%
WW	87	87	-0.3%	1.6%	-1.9%
ORTHOPAEDICS					
US	1,349	1,309	3.1%	3.1%	-
Intl	815	785	3.9%	1.7%	2.2%
WW	2,164	2,095	3.4%	2.6%	0.8%
HIPS					
US	239	228	4.9%	4.9%	-
Intl	136	124	9.3%	7.3%	2.0%
WW	375	352	6.5%	5.8%	0.7%
KNEES					
US	207	203	2.3%	2.3%	-
Intl	131	115	14.6%	11.7%	2.9%
WW	338	317	6.7%	5.7%	1.0%
TRAUMA					
US	488	473	3.2%	3.2%	-
Intl	253	244	4.2%	0.8%	3.4%
WW	742	717	3.5%	2.4%	1.1%
SPINE, SPORTS & OTHER					
US	415	406	2.3%	2.3%	-
Intl	295	303	-2.6%	-3.6%	1.0%
WW	710	708	0.2%	-0.2%	0.4%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT^(2,3)					
INTERVENTIONAL SOLUTIONS					
US	\$ 2,662	1,566	70.0%	70.0%	-
Intl	2,019	1,636	23.4%	28.6%	-5.2%
WW	4,681	3,202	46.2%	48.9%	-2.7%
ELECTROPHYSIOLOGY					
US	1,791	1,489	20.3%	20.3%	-
Intl	1,658	1,454	14.0%	19.2%	-5.2%
WW	3,449	2,943	17.2%	19.8%	-2.6%
ABIOMED					
US	790	-	*	*	-
Intl	176	-	*	*	-
WW	966	-	*	*	-
OTHER INTERVENTIONAL SOLUTIONS					
US	81	77	5.9%	5.9%	-
Intl	186	181	2.2%	7.2%	-5.0%
WW	267	258	3.3%	6.8%	-3.5%
ORTHOPAEDICS					
US	4,100	3,936	4.2%	4.2%	-
Intl	2,574	2,504	2.8%	4.9%	-2.1%
WW	6,674	6,440	3.6%	4.5%	-0.9%
HIPS					
US	730	693	5.4%	5.4%	-
Intl	432	437	-1.0%	1.1%	-2.1%
WW	1,162	1,129	2.9%	3.8%	-0.9%
KNEES					
US	654	620	5.6%	5.6%	-
Intl	415	386	7.7%	9.7%	-2.0%
WW	1,069	1,005	6.4%	7.2%	-0.8%
TRAUMA					
US	1,462	1,412	3.5%	3.5%	-
Intl	775	749	3.5%	5.0%	-1.5%
WW	2,238	2,161	3.5%	4.0%	-0.5%
SPINE, SPORTS & OTHER					
US	1,254	1,211	3.5%	3.5%	-
Intl	952	933	2.0%	4.7%	-2.7%
WW	2,205	2,144	2.8%	4.0%	-1.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)					
THIRD QUARTER					
	2023	2022	% Change		
			Reported	Operational ⁽¹⁾	Currency
SURGERY					
US	994	984	1.1%	1.1%	-
Intl	1,483	1,439	3.1%	4.6%	-1.5%
WW	2,479	2,422	2.3%	3.2%	-0.9%
ADVANCED					
US	455	457	-0.4%	-0.4%	-
Intl	709	701	1.0%	2.7%	-1.7%
WW	1,164	1,158	0.5%	1.5%	-1.0%
GENERAL					
US	540	527	2.4%	2.4%	-
Intl	775	737	5.1%	6.5%	-1.4%
WW	1,314	1,264	4.0%	4.8%	-0.8%
VISION					
US	512	517	-1.0%	-1.0%	-
Intl	744	689	8.1%	10.1%	-2.0%
WW	1,256	1,206	4.2%	5.4%	-1.2%
CONTACT LENSES / OTHER					
US	399	405	-1.2%	-1.2%	-
Intl	529	503	4.9%	8.2%	-3.3%
WW	928	908	2.2%	4.0%	-1.8%
SURGICAL					
US	112	112	-0.1%	-0.1%	-
Intl	216	186	16.6%	15.4%	1.2%
WW	328	298	10.3%	9.5%	0.8%
TOTAL MEDTECH					
US	3,747	3,356	11.6%	11.6%	-
Intl	3,711	3,426	8.3%	9.2%	-0.9%
WW	\$ 7,458	6,782	10.0%	10.4%	-0.4%

REPORTED SALES vs. PRIOR PERIOD (\$MM)					
NINE MONTHS					
	2023	2022	% Change		
			Reported	Operational ⁽¹⁾	Currency
	2,984	2,897	3.0%	3.0%	-
	4,522	4,410	2.6%	6.7%	-4.1%
	7,507	7,306	2.7%	5.3%	-2.6%
	1,365	1,328	2.8%	2.8%	-
	2,139	2,132	0.3%	4.5%	-4.2%
	3,504	3,460	1.3%	3.8%	-2.5%
	1,619	1,569	3.2%	3.2%	-
	2,383	2,277	4.7%	8.8%	-4.1%
	4,002	3,846	4.1%	6.5%	-2.4%
	1,599	1,534	4.2%	4.2%	-
	2,265	2,170	4.4%	8.3%	-3.9%
	3,864	3,704	4.3%	6.6%	-2.3%
	1,252	1,179	6.2%	6.2%	-
	1,568	1,533	2.3%	7.0%	-4.7%
	2,820	2,712	4.0%	6.6%	-2.6%
	346	355	-2.5%	-2.5%	-
	698	637	9.6%	11.7%	-2.1%
	1,044	992	5.3%	6.6%	-1.3%
	11,345	9,932	14.2%	14.2%	-
	11,382	10,719	6.2%	10.0%	-3.8%
	\$ 22,727	20,651	10.0%	12.0%	-2.0%

Note: Columns and rows within tables may not add due to rounding. Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.

* Percentage greater than 100% or not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Certain prior year amounts have been reclassified to conform to current year product disclosures

(4) Previously referred to as Pharmaceutical

(5) Reported as U.S. sales

Supplemental Sales Reconciliation (Unaudited)

(Dollars in Millions)

	THIRD QUARTER						NINE MONTHS					
	2023	2022	Percent Change			2023	2022	Percent Change				
			Total	Operations	Currency			Total	Operations	Currency		
Innovative Medicine												
U.S.	\$ 8,249	7,438	10.9 %	10.9	-	\$ 23,090	21,229	8.8 %	8.8	-		
International	5,644	5,776	(2.3)	(4.3)	2.0	17,947	18,171	(1.2)	0.8	(2.0)		
Worldwide	13,893	13,214	5.1	4.3	0.8	41,037	39,400	4.2	5.1	(0.9)		
COVID-19 Vaccine												
U.S.	-	-	-	-	-	-	120	*	*	-		
International	41	489	(91.5)	(97.8)	6.3	1,073	1,370	(21.6)	(23.0)	1.4		
Worldwide	41	489	(91.5)	(97.8)	6.3	1,073	1,490	(27.9)	(29.2)	1.3		
Innovative Medicine excluding COVID-19 Vaccine												
U.S.	8,249	7,438	10.9	10.9	-	23,090	21,109	9.4	9.4	-		
International	5,603	5,287	5.9	4.3	1.6	16,874	16,801	0.4	2.7	(2.3)		
Worldwide	13,852	12,725	8.9	8.2	0.7	39,964	37,910	5.4	6.4	(1.0)		
Worldwide												
U.S.	11,996	10,794	11.1	11.1	-	34,435	31,161	10.5	10.5	-		
International	9,355	9,202	1.6	0.7	0.9	29,329	28,890	1.5	4.2	(2.7)		
Worldwide	21,351	19,996	6.8	6.4	0.4	63,764	60,051	6.2	7.5	(1.3)		
COVID-19 Vaccine												
U.S.	-	-	-	-	-	-	120	*	*	-		
International	41	489	(91.5)	(97.8)	6.3	1,073	1,370	(21.6)	(23.0)	1.4		
Worldwide	41	489	(91.5)	(97.8)	6.3	1,073	1,490	(27.9)	(29.2)	1.3		
Worldwide												
U.S.	11,996	10,794	11.1	11.1	-	34,435	31,041	10.9	10.9	-		
International	9,314	8,713	6.9	6.3	0.6	28,256	27,520	2.7	5.5	(2.8)		
Worldwide excluding COVID-19 Vaccine	\$ 21,310	19,507	9.2 %	9.0	0.2	\$ 62,691	58,561	7.1 %	8.4	(1.3)		

Note: Columns and rows within tables may not add due to rounding

* Percentage greater than 100% or not meaningful

Johnson & Johnson and Subsidiaries
Reconciliation of Non-GAAP Financial Measures

Q3 QTD - Income Before Tax by Segment*
Dollars in Millions

	Innovative Medicine		MedTech		Unallocated		Worldwide Total	
	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>
Reported Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ 4,794 34.5%	4,186 31.7%	1,185 15.9%	1,090 16.1%	(762) -3.6%	(104) -0.5%	5,217 24.4%	5,172 25.9%
Intangible asset amortization expense	749	698	383	260	-	-	1,132	958
In-process research and development impairments	206	-	-	-	-	-	206	-
Litigation related	(32)	7	(19)	212	-	-	(51)	219
Loss/(gain) on securities	398	177	(38)	(13)	645	-	1,005	164
Restructuring related	149	23	235	69	-	-	384	92
Acquisition, integration and divestiture related	-	-	22	-	-	-	22	-
Medical Device Regulation	-	-	74	78	-	-	74	78
COVID-19 Vaccine related costs	44	377	-	-	-	-	44	377
Adjusted Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ <u>6,308</u> 45.4%	<u>5,468</u> 41.4%	<u>1,842</u> 24.7%	<u>1,696</u> 25.0%	<u>(117)</u> -0.5%	<u>(104)</u> -0.5%	<u>8,033</u> 37.6%	<u>7,060</u> 35.3%

*Estimated as of 10/17/2023

Johnson & Johnson and Subsidiaries
Reconciliation of Non-GAAP Financial Measures

Q3 YTD - Income Before Tax by Segment*
Dollars in Millions

	Innovative Medicine		MedTech		Unallocated		Worldwide Total	
	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>
Reported Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ 14,008 34.1%	12,424 31.5%	4,265 18.8%	3,641 17.6%	(8,037) -12.6%	(546) -0.9%	10,236 16.1%	15,519 25.8%
Intangible asset amortization expense	2,236	2,194	1,148	773	-	-	3,384	2,967
In-process research and development impairments	206	610	49	-	-	-	255	610
Litigation related	(125)	28	41	476	7,070	100	6,986	604
Loss/(gain) on securities	474	673	(43)	11	645	-	1,076	684
Restructuring related	424	32	235	221	-	-	659	253
Acquisition, integration and divestiture related	-	-	102	-	-	-	102	-
Medical Device Regulation	-	-	223	208	-	-	223	208
COVID-19 Vaccine related costs	653	653	-	-	-	-	653	653
Other	-	-	-	-	-	(7)	-	(7)
Adjusted Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ <u>17,876</u> 43.6%	<u>16,614</u> 42.2%	<u>6,020</u> 26.5%	<u>5,330</u> 25.8%	<u>(322)</u> -0.5%	<u>(453)</u> -0.8%	<u>23,574</u> 37.0%	<u>21,491</u> 35.8%

*Estimated as of 10/17/2023

Johnson & Johnson and Subsidiaries
GAAP to Non-GAAP Reconciliation
 \$ in Millions

Quarter to Date

	Third Quarter Oct. 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Third Quarter Oct. 1, 2023 Non-GAAP
Cost of products sold	\$ 6,606	(1,132)			(226)			(34)	(9)				5,205
Selling, marketing and admin expenses	5,400							(6)					5,394
Research and development expense	3,447							(33)	(36)				3,378
Other (Income) / Expense	499		51			(22)	(1,005)						(477)
In-process research and development impairments	206			(206)									-
Interest (Income)/Expense	(182)												(182)
Restructuring	158				(158)								-
Provision for taxes on income	908	178	(12)	46	72	5	167	14	12	27	(161)		1,256
Net Earnings from Continuing Operations	4,309	954	(39)	160	312	17	838	59	33	(27)	161		6,777

	Third Quarter Oct. 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Third Quarter Oct. 2, 2022 Non-GAAP
Cost of products sold	\$ 6,172	(958)			(9)			(29)	(102)				5,074
Selling, marketing and admin expenses	4,975							(7)					4,968
Research and development expense	3,485							(42)	(80)				3,363
Other (Income) / Expense	226		(219)		(18)		(164)		(195)				(370)
In-process research and development impairments	-												-
Restructuring	65				(65)								-
Provision for taxes on income	862	146	(7)		19		43	15	96	36	(88)		1,122
Net Earnings from Continuing Operations	4,310	812	226		73		121	63	281	(36)	88		5,938

Year to Date

	Nine Months Oct. 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Nine Months Oct. 1, 2023 Non-GAAP
Cost of products sold	\$ 19,755	(3,380)			(226)			(91)	(177)				15,881
Selling, marketing and admin expenses	15,702							(21)					15,681
Research and development expense	10,605							(111)	(98)				10,380
Other (Income) / Expense	7,055	(4)	(6,986)			(86)	(1,076)		(378)				(1,475)
In-process research and development impairments	255			(255)									-
Interest (Income)/Expense	(277)												(277)
Restructuring	433				(433)								-
Provision for taxes on income	1,042	532	1,639	57	141	22	182	41	155	33	(117)		3,727
Net Earnings from Continuing Operations	9,194	2,852	5,347	198	518	80	894	182	498	(33)	117		19,847

	Nine Months Oct. 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Nine Months Oct. 2, 2022 Non-GAAP
Cost of products sold	\$ 18,512	(2,967)			(37)			(76)	(296)				15,136
Selling, marketing and admin expenses	14,907							(19)					14,888
Research and development expense	10,425							(113)	(190)				10,122
Other (Income) / Expense	15		(604)		(16)		(684)		(167)			7	(1,449)
In-process research and development impairments	610			(610)									-
Restructuring	200				(200)								-
Provision for taxes on income	2,376	442	(89)	138	47		164	39	161	(62)	(87)	(2)	3,127
Net Earnings from Continuing Operations	13,143	2,525	693	472	206		520	169	492	62	87	(5)	18,364