



## Johnson & Johnson Reports Q3 2022 Results

October 18, 2022

- Reported sales growth of 1.9% to \$23.8 Billion with operational growth of 8.1%\* and adjusted operational growth of 8.2%\*
- Earnings per share (EPS) of \$1.68 increasing 22.6% and adjusted EPS of \$2.55 decreasing by 1.9%\*
- Company is maintaining 2022 full-year guidance midpoints for adjusted operational sales and reported adjusted EPS; increasing adjusted operational EPS performance offsetting continued unfavorable currency impacts

NEW BRUNSWICK, N.J.--(BUSINESS WIRE)--Oct. 18, 2022-- Johnson & Johnson (NYSE: JNJ) today announced results for third-quarter 2022. "Our third quarter performance demonstrates our continued strength and resilience across all three of our businesses," said Joaquin Duato, Chief Executive Officer. "Through the ongoing efforts of our teams around the world, we continue to navigate the dynamic macroeconomic environment and remain focused on delivering transformative healthcare solutions. Looking ahead, I remain confident in our business and ability to continue advancing our innovative portfolio and pipeline."

### OVERALL FINANCIAL RESULTS

(\$ in Millions, except EPS)	Q3		
	2022	2021	% Change
Reported Sales	\$23,791	\$23,338	1.9%
Net Earnings	4,458	3,667	21.6%
EPS (diluted)	\$1.68	\$1.37	22.6%

Non-GAAP* (\$ in Millions, except EPS) 2022	Q3		
	2021	% Change	
Operational Sales <sup>1,2</sup>		8.1%	
Adjusted Operational Sales <sup>1,3</sup>		8.2%	
Adjusted Net Earnings <sup>1,4</sup>	6,779	6,968	(2.7)%
Adjusted EPS (diluted) <sup>1,4</sup>	\$2.55	\$2.60	(1.9)%

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

<sup>2</sup> Excludes the impact of translational currency

<sup>3</sup> Excludes the net impact of acquisitions and divestitures and translational currency

<sup>4</sup> Excludes intangible amortization expense and special items

Note: values may have been rounded

### REGIONAL SALES RESULTS

(\$ in Millions)	Q3		% Change			
	2022	2021	Reported	Operational <sup>1,2</sup> Currency	Adjusted Operational <sup>1,3</sup>	
U.S.	\$12,453	\$11,963	4.1%	4.1	-	4.2
International	\$11,338	\$11,375	(0.3)	12.3	(12.6)	12.4
Worldwide	\$23,791	\$23,338	1.9%	8.1	(6.2)	8.2

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

<sup>2</sup> Excludes the impact of translational currency

<sup>3</sup> Excludes the net impact of acquisitions and divestitures and translational currency

Note: Values may have been rounded

### SEGMENT SALES RESULTS

(\$ in Millions)	Q3		% Change			
	2022	2021	Reported	Operational <sup>1,2</sup> Currency	Adjusted Operational <sup>1,3</sup>	
Consumer Health <sup>4</sup>	\$3,795	\$3,812	(0.4)%	4.7	(5.1)	4.8
Pharmaceutical <sup>4</sup>	\$13,214	\$12,882	2.6	9.0	(6.4)	9.2
MedTech	\$6,782	\$6,644	2.1	8.1	(6.0)	8.1
Worldwide	\$23,791	\$23,338	1.9%	8.1	(6.2)	8.2

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

<sup>2</sup> Excludes the impact of translational currency

<sup>3</sup> Excludes the net impact of acquisitions and divestitures and translational currency

<sup>4</sup> 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 have been rounded

**THIRD QUARTER 2022 SEGMENT COMMENTARY:**

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

**Consumer Health**

Consumer Health worldwide adjusted operational sales increased 4.8%\*. Major contributors to growth include upper respiratory and analgesic products in the over-the-counter franchise, NEUTROGENA and AVEENO in Skin Health/Beauty and Women's Health products outside the United States.

**Pharmaceutical**

Pharmaceutical worldwide adjusted operational sales grew 9.2%\*, driven by DARZALEX (daratumumab), a biologic for the treatment of multiple myeloma, TREMFYA (guselkumab), a biologic for the treatment of adults living with moderate to severe plaque psoriasis, and for adults with active psoriatic arthritis, STELARA (ustekinumab), a biologic for the treatment of a number of immune-mediated inflammatory diseases, ERLEADA (apalutamide), a next-generation androgen receptor inhibitor for the treatment of patients with prostate cancer, and INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA (paliperidone palmitate), long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults. Also contributing to growth were sales of the Janssen COVID-19 Vaccine (Ad26.COV2.S) for the prevention of the SARS-CoV-2 virus. This growth was partially offset by declines in sales of REMICADE (infliximab), a biologic approved for the treatment of several immune-mediated inflammatory diseases and IMBRUVICA (ibrutinib), an oral, once daily therapy approved for use in treating certain B-cell malignancies, a type of blood or lymph node cancer.

**MedTech**

MedTech worldwide adjusted operational sales grew 8.1%\*, driven primarily by electrophysiology products in Interventional Solutions, contact lenses in Vision, Trauma in Orthopaedics and wound closure products in General Surgery.

**NOTABLE NEW ANNOUNCEMENTS IN THE QUARTER:**

The information contained in this section should be read in conjunction 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](http://www.sec.gov), [www.jnj.com](http://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 Investors section of the company's website at [news.releases](http://news.releases), as well as [www.factsabouttalc.com](http://www.factsabouttalc.com), [www.factsaboutourprescriptionopioids.com](http://www.factsaboutourprescriptionopioids.com), and [www.LTI.ManagementInformation.com](http://www.LTI.ManagementInformation.com).

	STELARA (ustekinumab) Approved by the U.S. Food and Drug Administration to Treat Pediatric Patients with Active Psoriatic Arthritis	<a href="#">Press Release</a>
Regulatory Decisions	European Commission Approves IMBRUVICA (ibrutinib) in a Fixed-Duration Combination Regimen for Adult Patients with Previously Untreated Chronic Lymphocytic Leukaemia (CLL)	<a href="#">Press Release</a>
	Janssen Marks First Approval Worldwide for TECVAYLI (teclistamab) with EC Authorisation of First-in-Class Bispecific Antibody for the Treatment of Patients with Multiple Myeloma	<a href="#">Press Release</a>
	U.S. FDA Approves IMBRUVICA (ibrutinib) as First and Only BTKi Treatment for Pediatric Patients with Chronic Graft-Versus-Host Disease	<a href="#">Press Release</a>
Data Release	Janssen Announces New Data Supporting Safety and Efficacy of RYBREVANT and Lazertinib Combination for Patients with Non-Small Cell Lung Cancer and EGFR Mutations	<a href="#">Press Release</a>
	Final Analysis of Phase 2 GRIFFIN Study Presented for DARZALEX (daratumumab)-based Investigational Quadruplet Regimen in Patients with Newly Diagnosed, Transplant-Eligible Multiple Myeloma	<a href="#">Press Release</a>
	TREMFYA (guselkumab) Demonstrates Higher Rates of Complete Skin Clearance with Earlier Treatment in Adults with Moderate to Severe Plaque Psoriasis in Phase 3b GUIDE Study	<a href="#">Press Release</a>
	Results of Novel Clinical Study of Guselkumab and Golimumab Combination Therapy Show Adults with Moderately to Severely Active Ulcerative Colitis Maintained Higher Rates of Clinical, Histologic, and Endoscopic Remission at Week 38 <sup>1</sup>	<a href="#">Press Release</a>
	STELARA (ustekinumab) Demonstrated Sustained Symptomatic and Corticosteroid-Free Remission Through Four Years in Adults with Moderately to Severely Active Ulcerative Colitis <sup>1</sup>	<a href="#">Press Release</a>
	Janssen Announces Late-Breaking Data from Two Gene Therapy Programs at the American Academy of Ophthalmology 2022 Annual Meeting	<a href="#">Press Release</a>
	Biosense Webster Launches the OCTARAY Mapping Catheter with TRUEref Technology	<a href="#">Press Release</a>
Product Launches	Johnson & Johnson Vision Introduces All Purpose EDOF, TECNIS Symphony OptiBlue IOL, the Latest PC-IOL Powered by IntelliLight Technology	<a href="#">Press Release</a>
	Johnson & Johnson Vision Launches New Contact Lens Innovation to Help Meet the Needs of Digitally Intense Lifestyles: ACUVUE OASYS MAX 1-Day	<a href="#">Press Release</a>
	Biosense Webster Launches HELIOSTAR in Europe, the First Radiofrequency Balloon Ablation Catheter, Enabling Physicians to Perform More Efficient Cardiac Ablations <sup>1</sup>	<a href="#">Press Release</a>
Other	Johnson & Johnson Announces \$5 Billion Share Repurchase Program	<a href="#">Press Release</a>
	Johnson & Johnson Appoints Larry Merlo as Non-Executive Chair Designate of Planned New Consumer Health Company	<a href="#">Press Release</a>
	Johnson & Johnson Announces Kenvue as the Name for Planned New Consumer Health Company	<a href="#">Press Release</a>

<sup>1</sup> Subsequent to the quarter.

**FULL-YEAR 2022 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 2022	July 2022
Adjusted Operational Sales <sup>1,2,5</sup>	6.7% – 7.2%	6.5% – 7.5%

Change vs. Prior Year

Operational Sales <sup>2,5</sup> / Mid-point <sup>2,5</sup>	\$97.5B – \$98.0B / \$97.8B	\$97.3B – \$98.3B / \$97.8B
Change vs. Prior Year / Mid-point	6.7% – 7.2% / 7.0%	6.5% – 7.5% / 7.0%
Estimated Reported Sales <sup>3,5</sup> / Mid-point <sup>3,5</sup>	\$93.0B – \$93.5B / \$93.3B	\$93.3B – \$94.3B / \$93.8B
Change vs. Prior Year / Mid-point	1.8% – 2.3% / 2.1%	2.1% – 3.1% / 2.6%
Adjusted Operational EPS (Diluted) <sup>2,4</sup> / Mid-point <sup>2,4</sup>	\$10.70 – \$10.75 / \$10.73	\$10.65 – \$10.75 / \$10.70
Change vs. Prior Year / Mid-point	9.2% – 9.7% / 9.5%	8.7% – 9.7% / 9.2%
Adjusted EPS (Diluted) <sup>3,4</sup> / Mid-point <sup>3,4</sup>	\$10.02 – \$10.07 / \$10.05	\$10.00 – \$10.10 / \$10.05
Change vs. Prior Year / Mid-point	2.3% – 2.8% / 2.6%	2.1% – 3.1% / 2.6%

<sup>1</sup> Non-GAAP financial measure; excludes the net impact of acquisitions and divestitures

<sup>2</sup> Non-GAAP financial measure; excludes the impact of translational currency

<sup>3</sup> Calculated using Euro Average Rate: October 2022 = \$1.04 and July 2022 = \$1.05 (Illustrative purposes only)

<sup>4</sup> Non-GAAP financial measure; excludes intangible amortization expense and special items

<sup>5</sup> Excludes COVID-19 Vaccine

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 Investors section of the company's website at [events-and-presentations](#).

#### ABOUT JOHNSON & JOHNSON:

At Johnson & Johnson, we believe good health is the foundation of vibrant lives, thriving communities and forward progress. That's why for more than 135 years, we have aimed to keep people well at every age and every stage of life. Today, as the world's largest and most broadly-based health care company, we are committed to using our reach and size for good. We strive to improve access and affordability, create healthier communities, and put a healthy mind, body and environment within reach of everyone, everywhere. We are blending our heart, science and ingenuity to profoundly change the trajectory of health for humanity.

#### 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 Investors 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, a [pharmaceutical pipeline](#) of selected compounds in late stage development and a copy of today's earnings call presentation can also be found in the Investors 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, market position and business strategy, and the anticipated separation of the Company's Consumer Health business. 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; 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 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					NINE MONTHS				
			Percent Change					Percent Change		
	2022	2021	Total	Operations	Currency	2022	2021	Total	Operations	Currency
<b>Sales to customers by segment of business</b>										
Consumer Health <sup>(1)</sup>										
U.S.	\$ 1,659	1,625	2.1	% 2.1	-	\$ 4,903	4,987	(1.7 )	(1.7 )	-
International	2,136	2,187	(2.3 )	6.7	(9.0 )	6,283	6,320	(0.6 )	6.0	(6.6 )
	3,795	3,812	(0.4 )	4.7	(5.1 )	11,186	11,307	(1.1 )	2.6	(3.7 )
Pharmaceutical <sup>(1)</sup>										
U.S.	7,438	7,221	3.0	3.0	-	21,229	20,536	3.4	3.4	-
International	5,776	5,661	2.0	16.7	(14.7 )	18,171	16,927	7.3	18.5	(11.2 )

	13,214	12,882	2.6	9.0	(6.4 )	39,400	37,463	5.2	10.2	(5.0 )
Pharmaceutical excluding COVID-19 Vaccine <sup>(1,3)</sup>										
U.S.	7,438	6,951	7.0	7.0	-	21,109	20,115	4.9	4.9	-
International	5,287	5,429	(2.6 )	11.3	(13.9 )	16,801	16,582	1.3	11.7	(10.4 )
	12,725	12,380	2.8	8.9	(6.1 )	37,910	36,697	3.3	8.0	(4.7 )
MedTech <sup>(2)</sup>										
U.S.	3,356	3,117	7.7	7.7	-	9,932	9,470	4.9	4.9	-
International	3,426	3,527	(2.9 )	8.5	(11.4 )	10,719	10,731	(0.1 )	8.2	(8.3 )
	6,782	6,644	2.1	8.1	(6.0 )	20,651	20,201	2.2	6.6	(4.4 )
U.S.	12,453	11,963	4.1	4.1	-	36,064	34,993	3.1	3.1	-
International	11,338	11,375	(0.3 )	12.3	(12.6 )	35,173	33,978	3.5	12.9	(9.4 )
Worldwide	23,791	23,338	1.9	8.1	(6.2 )	71,237	68,971	3.3	7.9	(4.6 )
U.S.	12,453	11,693	6.5	6.5	-	35,944	34,572	4.0	4.0	-
International	10,849	11,143	(2.6 )	9.5	(12.1 )	33,803	33,633	0.5	9.5	(9.0 )
Worldwide excluding COVID-19 Vaccine <sup>(3)</sup>	\$ 23,302	22,836	2.0	% 8.0	(6.0 )	\$ 69,747	68,205	2.3	% 6.7	(4.4 )

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

<sup>(1)</sup> Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes.

<sup>(2)</sup> Previously referred to as Medical Devices

<sup>(3)</sup> Refer to supplemental sales reconciliation schedule

#### Johnson & Johnson and Subsidiaries

#### Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
	Percent Change					Percent Change				
	2022	2021	Total	Operations	Currency	2022	2021	Total	Operations	Currency
<b>Sales to customers by geographic area</b>										
U.S.	\$ 12,453	11,963	4.1	% 4.1	-	\$ 36,064	34,993	3.1	% 3.1	-
Europe	5,524	5,587	(1.1)	14.5	(15.6 )	17,633	16,669	5.8	18.2	(12.4 )
Western Hemisphere excluding U.S.	1,562	1,500	4.1	9.1	(5.0 )	4,580	4,291	6.7	9.6	(2.9 )
Asia-Pacific, Africa	4,252	4,288	(0.9)	10.5	(11.4 )	12,960	13,018	(0.4)	7.2	(7.6 )
International	11,338	11,375	(0.3)	12.3	(12.6 )	35,173	33,978	3.5	12.9	(9.4 )
Worldwide	\$ 23,791	23,338	1.9	% 8.1	(6.2 )	\$ 71,237	68,971	3.3	% 7.9	(4.6 )

**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				
	2022	2021	Percent		
	Amount		Percent	Percent	Increase
	to Sales	to Sales	(Decrease)		
<b>Sales to customers</b>	\$ 23,791	100.0	\$ 23,338	100.0	1.9
<b>Cost of products sold</b>	7,807	32.8	7,250	31.1	7.7

Gross Profit	15,984	67.2	16,088	68.9	(0.6 )
Selling, marketing and administrative expenses	6,089	25.6	6,000	25.7	1.5
Research and development expense	3,597	15.1	3,422	14.7	5.1
In-process research and development	-	-	900	3.9	
Interest (income) expense, net	(99 )	(0.4 )	7	0.0	
Other (income) expense, net	493	2.1	1,850	7.9	
Restructuring	82	0.3	60	0.2	
Earnings before provision for taxes on income	5,822	24.5	3,849	16.5	51.3
Provision for taxes on income	1,364	5.8	182	0.8	649.5
Net earnings	\$ 4,458	18.7	\$ 3,667	15.7	21.6
Net earnings per share (Diluted)	\$ 1.68		\$ 1.37		22.6
Average shares outstanding (Diluted)	2,661.3		2,674.9		
Effective tax rate	23.4 %		4.7 %		
Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup>					
Earnings before provision for taxes on income	\$ 8,073	33.9	\$ 8,058	34.5	0.2
Net earnings	\$ 6,779	28.5	\$ 6,968	29.9	(2.7 )
Net earnings per share (Diluted)	\$ 2.55		\$ 2.60		(1.9 )
Effective tax rate	16.0 %		13.5 %		

<sup>(1)</sup> 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**

	2022		2021		Percent
		Percent		Percent	Increase
	Amount	to Sales	Amount	to Sales	(Decrease)
Sales to customers	\$ 71,237	100.0	\$ 68,971	100.0	3.3
Cost of products sold	23,324	32.7	21,900	31.8	6.5
Gross Profit	47,913	67.3	47,071	68.2	1.8
Selling, marketing and administrative expenses	18,253	25.7	17,505	25.4	4.3
Research and development expense	10,762	15.1	9,994	14.5	7.7
In-process research and development	610	0.9	900	1.3	
Interest (income) expense, net	(137 )	(0.2 )	83	0.1	
Other (income) expense, net	664	0.9	480	0.7	
Restructuring	237	0.3	169	0.2	
Earnings before provision for taxes on income	17,524	24.6	17,940	26.0	(2.3 )
Provision for taxes on income	3,103	4.4	1,798	2.6	72.6
Net earnings	\$ 14,421	20.2	\$ 16,142	23.4	(10.7 )

Net earnings per share (Diluted)	\$ 5.41		\$ 6.04	(10.4 )
Average shares outstanding (Diluted)	2,667.5		2,674.6	
Effective tax rate	17.7 %		10.0 %	
Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup>				
Earnings before provision for taxes on income	\$ 24,462	34.3	\$ 24,125	35.0 1.4
Net earnings	\$ 20,820	29.2	\$ 20,517	29.7 1.5
Net earnings per share (Diluted)	\$ 7.81		\$ 7.67	1.8
Effective tax rate	14.9 %		15.0 %	

<sup>(1)</sup> 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	
	2022	2021	2022	2021
Net Earnings, after tax- as reported	\$4,458	\$3,667	\$14,421	\$16,142
Pre-tax Adjustments				
Intangible Asset Amortization expense	1,041	1,159	3,244	3,576
Litigation related	219	2,077	604	2,054
IPR&D	-	900	610	900
Restructuring related	123	121	323	333
Acquisition, integration and divestiture related <sup>1</sup>	-	20	-	(504 )
(Gains)/losses on securities	164	(127 )	684	(335 )
Medical Device Regulation <sup>2</sup>	78	59	208	161
COVID-19 Vaccine related costs <sup>3</sup>	377	-	653	-
Consumer Health separation costs	249	-	619	-
Other	-	-	(7 )	-
Tax Adjustments				
Tax impact on special item adjustments <sup>4</sup>	(379 )	(849 )	(1,085 )	(1,097 )
Consumer Health separation tax related costs	361	-	459	-
Tax legislation and other tax related	88	(59 )	87	(713 )
Adjusted Net Earnings, after tax	\$6,779	\$6,968	\$20,820	\$20,517
Average shares outstanding (Diluted)	2,661.3	2,674.9	2,667.5	2,674.6
Adjusted net earnings per share (Diluted)	\$2.55	\$2.60	\$7.81	\$7.67
Operational adjusted net earnings per share (Diluted)	\$2.75		\$8.25	

**Notes:**

<sup>1</sup> Acquisition, integration and divestiture related for the nine months of 2021 primarily includes the gain on the divestiture of two Pharmaceutical brands outside of the U.S.

<sup>2</sup> 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.

<sup>3</sup> 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 modification of its COVID-19 vaccine research program and manufacturing capacity to levels that meet all customer contractual requirements.

<sup>4</sup> 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 2022 ACTUAL vs. 2021 ACTUAL**

**Segments**

	Consumer Health		Pharmaceutical		MedTech		Total	
<b>WW As Reported</b>	<b>(0.4</b>	<b>)%</b>	<b>2.6</b>	<b>%</b>	<b>2.1</b>	<b>%</b>	<b>1.9</b>	<b>%</b>
U.S.	2.1	%	3.0	%	7.7	%	4.1	%
International	(2.3	)%	2.0	%	(2.9	)%	(0.3	)%
<b>WW Currency</b>	<b>(5.1</b>	<b>)</b>	<b>(6.4</b>	<b>)</b>	<b>(6.0</b>	<b>)</b>	<b>(6.2</b>	<b>)</b>
U.S.	-		-		-		-	
International	(9.0	)	(14.7	)	(11.4	)	(12.6)	
<b>WW Operational</b>	<b>4.7</b>	<b>%</b>	<b>9.0</b>	<b>%</b>	<b>8.1</b>	<b>%</b>	<b>8.1</b>	<b>%</b>
U.S.	2.1	%	3.0	%	7.7	%	4.1	%
International	6.7	%	16.7	%	8.5	%	12.3	%
<b>All Other Acquisitions and Divestitures</b>	<b>0.1</b>		<b>0.2</b>		<b>0.0</b>		<b>0.1</b>	
U.S.	0.2		0.2		(0.2	)	0.1	
International	0.0		0.1		0.2		0.1	
<b>WW Adjusted Operational</b>	<b>4.8</b>	<b>%</b>	<b>9.2</b>	<b>%</b>	<b>8.1</b>	<b>%</b>	<b>8.2</b>	<b>%</b>
U.S.	2.3	%	3.2	%	7.5	%	4.2	%
International	6.7	%	16.8	%	8.7	%	12.4	%

**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 2022 ACTUAL vs. 2021 ACTUAL**

**Segments**

	Consumer Health		Pharmaceutical		MedTech		Total	
<b>WW As Reported</b>	<b>(1.1</b>	<b>)%</b>	<b>5.2</b>	<b>%</b>	<b>2.2</b>	<b>%</b>	<b>3.3</b>	<b>%</b>
U.S.	(1.7	)%	3.4	%	4.9	%	3.1	%
International	(0.6	)%	7.3	%	(0.1	)%	3.5	%
<b>WW Currency</b>	<b>(3.7</b>	<b>)</b>	<b>(5.0</b>	<b>)</b>	<b>(4.4</b>	<b>)</b>	<b>(4.6</b>	<b>)</b>
U.S.	-		-		-		-	
International	(6.6	)	(11.2	)	(8.3	)	(9.4	)
<b>WW Operational</b>	<b>2.6</b>	<b>%</b>	<b>10.2</b>	<b>%</b>	<b>6.6</b>	<b>%</b>	<b>7.9</b>	<b>%</b>
U.S.	(1.7	)%	3.4	%	4.9	%	3.1	%
International	6.0	%	18.5	%	8.2	%	12.9	%
<b>All Other Acquisitions and Divestitures</b>	<b>0.5</b>		<b>0.1</b>		<b>0.1</b>		<b>0.2</b>	

U.S.	0.2	0.1	(0.2 )	0.1
International	0.7	0.1	0.2	0.2
<b>WW Adjusted Operational</b>	<b>3.1</b>	<b>%</b>	<b>10.3</b>	<b>% 6.7 % 8.1 %</b>
U.S.	(1.5 )%	3.5	%	4.7 % 3.2 %
International	6.7	%	18.6	% 8.4 % 13.1 %

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

	REPORTED SALES vs. PRIOR PERIOD (\$MM) THIRD QUARTER					REPORTED SALES vs. PRIOR PERIOD (\$MM) NINE MONTHS				
	% Change					% Change				
	2022	2021	Reported	Operational (1)	Currency	2022	2021	Reported	Operational (1)	Currency
<b>CONSUMER HEALTH SEGMENT (2,3)</b>										
OTC										
US	\$ 695	686	1.4	% 1.4	% -	\$ 2,028	1,960	3.5	% 3.5	% -
Intl	825	798	3.4	% 12.2	% -8.8	2,434	2,223	9.5	% 16.3	% -6.8
WW	1,519	1,484	2.5	% 7.2	% -4.7	4,462	4,183	6.7	% 10.3	% -3.6
SKIN HEALTH / BEAUTY										
US	591	569	3.7	% 3.7	% -	1,764	1,862	-5.3	% -5.3	% -
Intl	535	555	-3.6	% 6.2	% -9.8	1,500	1,595	-6.0	% 1.5	% -7.5
WW	1,126	1,124	0.1	% 5.0	% -4.9	3,264	3,457	-5.6	% -2.2	% -3.4
ORAL CARE										
US	158	150	5.2	% 5.2	% -	471	478	-1.5	% -1.5	% -
Intl	217	248	-12.4	% -4.3	% -8.1	664	762	-12.8	% -7.2	% -5.6
WW	375	398	-5.8	% -0.7	% -5.1	1,135	1,240	-8.5	% -5.0	% -3.5
BABY CARE										
US	91	95	-4.0	% -4.0	% -	264	288	-8.2	% -8.2	% -
Intl	283	296	-4.5	% 3.4	% -7.9	840	879	-4.4	% 0.8	% -5.2
WW	375	391	-4.3	% 1.6	% -5.9	1,105	1,167	-5.4	% -1.5	% -3.9
WOMEN'S HEALTH										
US	2	3	-22.0	% -22.0	% -	9	9	-2.8	% -2.8	% -
Intl	222	229	-2.7	% 8.4	% -11.1	674	675	-0.1	% 8.0	% -8.1
WW	225	232	-3.0	% 7.9	% -10.9	684	684	-0.1	% 7.8	% -7.9
WOUND CARE / OTHER										
US	122	122	-0.2	% -0.2	% -	366	390	-6.0	% -6.0	% -
Intl	53	61	-11.4	% -7.1	% -4.3	170	186	-8.2	% -5.4	% -2.8
WW	176	182	-3.9	% -2.5	% -1.4	537	575	-6.7	% -5.8	% -0.9
<b>TOTAL CONSUMER HEALTH</b>										
US	1,659	1,625	2.1	% 2.1	% -	4,903	4,987	-1.7	% -1.7	% -
Intl	2,136	2,187	-2.3	% 6.7	% -9.0	6,283	6,320	-0.6	% 6.0	% -6.6
WW	\$ 3,795	3,812	-0.4	% 4.7	% -5.1	\$ 11,186	11,307	-1.1	% 2.6	% -3.7

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM) THIRD QUARTER					REPORTED SALES vs. PRIOR PERIOD (\$MM) NINE MONTHS				
	% Change					% Change				
	2022	2021	Reported	Operational (1)	Currency	2022	2021	Reported	Operational (1)	Currency
<b>PHARMACEUTICAL SEGMENT (2,3)</b>										
<b>IMMUNOLOGY</b>										

US	\$2,876	2,771	3.8	%	3.8	%	-	\$8,230	7,932	3.8	%	3.8	%	-
Intl	1,411	1,480	-4.7	%	8.9	%	-13.6	4,587	4,464	2.8	%	12.9	%	-10.1
WW	4,287	4,250	0.9	%	5.6	%	-4.7	12,817	12,395	3.4	%	7.1	%	-3.7
REMICADE														
US	350	480	-27.0	%	-27.0	%	-	1,099	1,508	-27.1	%	-27.1	%	-
US Exports (4)	39	47	-16.9	%	-16.9	%	-	163	197	-17.2	%	-17.2	%	-
Intl	169	234	-27.8	%	-22.8	%	-5.0	606	721	-16.0	%	-11.9	%	-4.1
WW	558	761	-26.6	%	-25.1	%	-1.5	1,868	2,426	-23.0	%	-21.8	%	-1.2
SIMPONI / SIMPONI ARIA														
US	298	295	0.9	%	0.9	%	-	886	840	5.4	%	5.4	%	-
Intl	248	276	-10.4	%	3.0	%	-13.4	797	877	-9.2	%	0.4	%	-9.6
WW	545	571	-4.6	%	1.9	%	-6.5	1,682	1,717	-2.0	%	2.9	%	-4.9
STELARA														
US	1,655	1,569	5.5	%	5.5	%	-	4,766	4,396	8.4	%	8.4	%	-
Intl	794	809	-1.9	%	12.9	%	-14.8	2,571	2,404	6.9	%	18.2	%	-11.3
WW	2,449	2,378	3.0	%	8.0	%	-5.0	7,336	6,800	7.9	%	11.9	%	-4.0
TREMIFYA														
US	530	376	40.7	%	40.7	%	-	1,303	975	33.6	%	33.6	%	-
Intl	200	161	24.6	%	44.5	%	-19.9	613	459	33.7	%	49.0	%	-15.3
WW	729	537	35.9	%	41.9	%	-6.0	1,916	1,434	33.6	%	38.5	%	-4.9
OTHER IMMUNOLOGY														
US	5	3	*		*		-	14	15	-3.5	%	-3.5	%	-
Intl	0	0	*		*		*	0	3	*		*		*
WW	5	3	*		*		*	14	18	-19.3	%	-19.3	%	0.0
INFECTIOUS DISEASES														
US	390	679	-42.7	%	-42.7	%	-	1,266	1,635	-22.6	%	-22.6	%	-
Intl	905	698	29.7	%	49.1	%	-19.4	2,642	1,758	50.3	%	67.1	%	-16.8
WW	1,295	1,378	-6.0	%	3.8	%	-9.8	3,908	3,394	15.2	%	23.9	%	-8.7
COVID-19 VACCINE														
US	0	270	*		*		-	120	421	-71.5	%	-71.5	%	-
Intl	489	233	*		*		*	1,370	346	*		*		*
WW	489	502	-2.7	%	13.1	%	-15.8	1,490	766	*		*		*
EDURANT / rilpivirine														
US	9	12	-27.1	%	-27.1	%	-	27	31	-14.5	%	-14.5	%	-
Intl	237	247	-4.2	%	9.8	%	-14.0	691	733	-5.7	%	4.8	%	-10.5
WW	245	259	-5.2	%	8.2	%	-13.4	718	764	-6.1	%	4.0	%	-10.1
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA														
US	372	380	-2.2	%	-2.2	%	-	1,096	1,128	-2.9	%	-2.9	%	-
Intl	112	137	-17.9	%	-6.3	%	-11.6	354	440	-19.5	%	-11.2	%	-8.3
WW	485	517	-6.4	%	-3.3	%	-3.1	1,450	1,568	-7.5	%	-5.2	%	-2.3
OTHER INFECTIOUS DISEASES														
US	10	18	-46.4	%	-46.4	%	-	24	55	-57.2	%	-57.2	%	-
Intl	68	82	-17.1	%	-10.8	%	-6.3	228	240	-5.0	%	0.2	%	-5.2
WW	77	99	-22.4	%	-17.2	%	-5.2	251	295	-14.8	%	-10.6	%	-4.2

	REPORTED SALES vs. PRIOR PERIOD (\$MM) THIRD QUARTER					REPORTED SALES vs. PRIOR PERIOD (\$MM) NINE MONTHS				
	% Change					% Change				
	2022	2021	Reported	Operational <sup>(1)</sup>	Currency	2022	2021	Reported	Operational <sup>(1)</sup>	Currency
<b>NEUROSCIENCE</b>										
US	919	835	10.0 %	10.0 %	% -	2,658	2,448	8.6 %	8.6 %	% -
Intl	763	845	-9.9 %	1.8 %	% -11.7 %	2,498	2,751	-9.2 %	-0.6 %	% -8.6 %
WW	1,681	1,680	0.0 %	5.9 %	% -5.9 %	5,156	5,199	-0.8 %	3.7 %	% -4.5 %
CONCERTA / Methylphenidate										
US	41	35	19.3 %	19.3 %	% -	114	117	-2.2 %	-2.2 %	% -
Intl	117	122	-4.4 %	8.0 %	% -12.4 %	362	372	-2.6 %	6.5 %	% -9.1 %
WW	158	157	0.8 %	10.5 %	% -9.7 %	476	489	-2.5 %	4.4 %	% -6.9 %
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA										
US	684	648	5.3 %	5.3 %	% -	2,036	1,882	8.1 %	8.1 %	% -
Intl	348	355	-2.3 %	12.2 %	% -14.5 %	1,097	1,111	-1.3 %	9.4 %	% -10.7 %
WW	1,031	1,004	2.6 %	7.8 %	% -5.2 %	3,132	2,994	4.6 %	8.6 %	% -4.0 %
RISPERDAL CONSTA										
US	67	71	-6.1 %	-6.1 %	% -	195	210	-7.1 %	-7.1 %	% -
Intl	52	69	-24.2 %	-11.3 %	% -12.9 %	178	242	-26.3 %	-17.0 %	% -9.3 %
WW	119	140	-14.9 %	-8.6 %	% -6.3 %	373	452	-17.4 %	-12.4 %	% -5.0 %
OTHER NEUROSCIENCE										
US	127	81	57.2 %	57.2 %	% -	313	239	31.1 %	31.1 %	% -
Intl	246	298	-17.9 %	-10.0 %	% -7.9 %	861	1,026	-16.2 %	-10.2 %	% -6.0 %
WW	374	379	-1.9 %	4.3 %	% -6.2 %	1,174	1,265	-7.3 %	-2.4 %	% -4.9 %
<b>ONCOLOGY</b>										
US	1,812	1,525	18.8 %	18.8 %	% -	5,073	4,364	16.2 %	16.2 %	% -
Intl	2,252	2,140	5.2 %	20.9 %	% -15.7 %	6,983	6,406	9.0 %	20.8 %	% -11.8 %
WW	4,064	3,665	10.9 %	20.0 %	% -9.1 %	12,056	10,770	11.9 %	19.0 %	% -7.1 %
DARZALEX										
US	1,097	841	30.3 %	30.3 %	% -	3,071	2,302	33.4 %	33.4 %	% -
Intl	955	739	29.3 %	48.2 %	% -18.9 %	2,823	2,076	36.0 %	50.8 %	% -14.8 %
WW	2,052	1,580	29.8 %	38.7 %	% -8.9 %	5,894	4,378	34.6 %	41.6 %	% -7.0 %
ERLEADA										
US	254	214	19.1 %	19.1 %	% -	693	578	20.0 %	20.0 %	% -
Intl	235	130	*	*	*	647	329	*	*	*
WW	490	344	42.2 %	51.2 %	% -9.0 %	1,340	907	47.7 %	54.9 %	% -7.2 %
IMBRUVICA										
US	353	413	-14.6 %	-14.6 %	% -	1,072	1,311	-18.3 %	-18.3 %	% -
Intl	559	654	-14.6 %	-2.5 %	% -12.1 %	1,847	1,996	-7.5 %	1.9 %	% -9.4 %
WW	911	1,066	-14.6 %	-7.2 %	% -7.4 %	2,918	3,307	-11.8 %	-6.1 %	% -5.7 %
ZYTIGA / abiraterone acetate										
US	16	25	-33.1 %	-33.1 %	% -	54	96	-43.4 %	-43.4 %	% -
Intl	440	523	-15.9 %	-1.2 %	% -14.7 %	1,446	1,653	-12.5 %	-1.9 %	% -10.6 %
WW	456	548	-16.7 %	-2.6 %	% -14.1 %	1,500	1,749	-14.2 %	-4.2 %	% -10.0 %
OTHER ONCOLOGY										

US	92	32	*	*		-	183	76	*	*		-				
Intl	64	94	-32.1	%	-22.6	%	-9.5	%	220	352	-37.5	%	-31.2	%	-6.3	%
WW	155	126	23.1	%	30.2	%	-7.1	%	403	428	-5.9	%	-0.8	%	-5.1	%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)						REPORTED SALES vs. PRIOR PERIOD (\$MM)									
	THIRD QUARTER						NINE MONTHS									
	% Change						% Change									
	2022	2021	Reported	Operational (1)	Currency		2022	2021	Reported	Operational (1)	Currency					
<b>PULMONARY HYPERTENSION</b>																
US	604	610	-1.1	%	-1.1	%	-	1,736	1,778	-2.4	%	-2.4	%	-		
Intl	247	258	-3.8	%	12.5	%	-16.3	%	810	821	-1.3	%	10.5	%	-11.8	%
WW	852	868	-1.9	%	3.0	%	-4.9	%	2,547	2,599	-2.0	%	1.7	%	-3.7	%
<b>OPSUMIT</b>																
US	289	299	-3.4	%	-3.4	%	-	827	861	-4.0	%	-4.0	%	-		
Intl	152	159	-4.7	%	11.6	%	-16.3	%	495	510	-3.0	%	8.7	%	-11.7	%
WW	441	458	-3.9	%	1.8	%	-5.7	%	1,322	1,371	-3.6	%	0.7	%	-4.3	%
<b>UPTRAVI</b>																
US	283	265	6.6	%	6.6	%	-	824	792	3.9	%	3.9	%	-		
Intl	50	44	14.2	%	29.5	%	-15.3	%	162	135	20.4	%	32.1	%	-11.7	%
WW	333	309	7.7	%	9.9	%	-2.2	%	986	927	6.3	%	8.0	%	-1.7	%
<b>OTHER PULMONARY HYPERTENSION</b>																
US	33	47	-29.5	%	-29.5	%	-	86	125	-31.3	%	-31.3	%	-		
Intl	46	54	-15.7	%	1.2	%	-16.9	%	154	176	-13.0	%	-1.0	%	-12.0	%
WW	78	101	-22.1	%	-12.9	%	-9.2	%	239	301	-20.5	%	-13.5	%	-7.0	%
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>																
US	837	800	4.5	%	4.5	%	-	2,266	2,379	-4.8	%	-4.8	%	-		
Intl	198	241	-17.5	%	-8.8	%	-8.7	%	651	727	-10.4	%	-3.8	%	-6.6	%
WW	1,034	1,041	-0.6	%	1.4	%	-2.0	%	2,916	3,106	-6.1	%	-4.5	%	-1.6	%
<b>XARELTO</b>																
US	689	636	8.4	%	8.4	%	-	1,806	1,794	0.7	%	0.7	%	-		
Intl	-	-	-		-		-	-	-	-		-		-		
WW	689	636	8.4	%	8.4	%	-	1,806	1,794	0.7	%	0.7	%	-		
<b>INVOKANA / INVOKAMET</b>																
US	49	66	-25.8	%	-25.8	%	-	164	249	-34.1	%	-34.1	%	-		
Intl	60	67	-11.0	%	-2.5	%	-8.5	%	193	194	-0.6	%	6.1	%	-6.7	%
WW	109	133	-18.4	%	-14.1	%	-4.3	%	357	443	-19.5	%	-16.6	%	-2.9	%
<b>OTHER</b>																
US	98	98	-0.1	%	-0.1	%	-	295	336	-12.2	%	-12.2	%	-		
Intl	138	173	-20.0	%	-11.3	%	-8.7	%	458	533	-14.0	%	-7.3	%	-6.7	%
WW	236	271	-12.8	%	-7.3	%	-5.5	%	753	869	-13.3	%	-9.2	%	-4.1	%
<b>TOTAL PHARMACEUTICAL</b>																
US	7,438	7,221	3.0	%	3.0	%	-	21,229	20,536	3.4	%	3.4	%	-		
Intl	5,776	5,661	2.0	%	16.7	%	-14.7	%	18,171	16,927	7.3	%	18.5	%	-11.2	%
WW	\$13,214	12,882	2.6	%	9.0	%	-6.4	%	\$39,400	37,463	5.2	%	10.2	%	-5.0	%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	% Change					% Change				
MEDTECH SEGMENT (2,3,5)	2022	2021	Reported	Operational (1)	Currency	2022	2021	Reported	Operational (1)	Currency
<b>INTERVENTIONAL SOLUTIONS</b>										
US	\$ 547	444	23.2 %	23.2 %	% -	\$ 1,566	1,353	15.7 %	15.7 %	% -
Intl	513	513	0.0 %	13.0 %	% -13.0 %	1,636	1,599	2.3 %	11.1 %	% -8.8 %
WW	1,060	957	10.8 %	17.7 %	% -6.9 %	3,202	2,952	8.5 %	13.2 %	% -4.7 %
<b>ORTHOPAEDICS</b>										
US	1,309	1,249	4.8 %	4.8 %	% -	3,936	3,821	3.0 %	3.0 %	% -
Intl	785	843	-6.9 %	4.6 %	% -11.5 %	2,504	2,611	-4.1 %	4.3 %	% -8.4 %
WW	2,095	2,093	0.1 %	4.7 %	% -4.6 %	6,440	6,433	0.1 %	3.5 %	% -3.4 %
<b>HIPS</b>										
US	228	209	9.1 %	9.1 %	% -	693	651	6.5 %	6.5 %	% -
Intl	124	146	-15.1 %	-4.5 %	% -10.6 %	437	451	-3.3 %	4.6 %	% -7.9 %
WW	352	355	-0.9 %	3.5 %	% -4.4 %	1,129	1,102	2.5 %	5.7 %	% -3.2 %
<b>KNEES</b>										
US	203	184	9.8 %	9.8 %	% -	620	579	6.9 %	6.9 %	% -
Intl	115	131	-12.8 %	-2.1 %	% -10.7 %	386	403	-4.4 %	3.7 %	% -8.1 %
WW	317	316	0.4 %	4.9 %	% -4.5 %	1,005	983	2.3 %	5.6 %	% -3.3 %
<b>TRAUMA</b>										
US	473	455	3.8 %	3.8 %	% -	1,412	1,352	4.4 %	4.4 %	% -
Intl	244	260	-6.0 %	6.5 %	% -12.5 %	749	805	-7.0 %	2.3 %	% -9.3 %
WW	717	715	0.2 %	4.8 %	% -4.6 %	2,161	2,157	0.2 %	3.6 %	% -3.4 %
<b>SPINE, SPORTS &amp; OTHER</b>										
US	406	401	1.3 %	1.3 %	% -	1,211	1,239	-2.2 %	-2.2 %	% -
Intl	303	306	-1.1 %	10.2 %	% -11.3 %	933	952	-2.0 %	6.1 %	% -8.1 %
WW	708	706	0.3 %	5.2 %	% -4.9 %	2,144	2,190	-2.1 %	1.4 %	% -3.5 %

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	% Change					% Change				
	2022	2021	Reported	Operational (1)	Currency	2022	2021	Reported	Operational (1)	Currency
<b>SURGERY</b>										
US	984	948	3.7 %	3.7 %	% -	2,897	2,881	0.5 %	0.5 %	% -
Intl	1,439	1,457	-1.2 %	9.3 %	% -10.5 %	4,410	4,418	-0.2 %	7.3 %	% -7.5 %
WW	2,422	2,405	0.7 %	7.1 %	% -6.4 %	7,306	7,299	0.1 %	4.6 %	% -4.5 %
<b>ADVANCED</b>										
US	457	440	3.8 %	3.8 %	% -	1,328	1,304	1.8 %	1.8 %	% -
Intl	701	705	-0.4 %	9.8 %	% -10.2 %	2,132	2,126	0.3 %	7.2 %	% -6.9 %
WW	1,158	1,144	1.2 %	7.5 %	% -6.3 %	3,460	3,430	0.9 %	5.2 %	% -4.3 %
<b>GENERAL</b>										
US	527	508	3.6 %	3.6 %	% -	1,569	1,577	-0.5 %	-0.5 %	% -
Intl	737	752	-2.0 %	8.8 %	% -10.8 %	2,277	2,292	-0.6 %	7.3 %	% -7.9 %

WW	1,264	1,261	0.3	%	6.7	%	-6.4	%	3,846	3,869	-0.6	%	4.1	%	-4.7	%
<b>VISION</b>																
US	517	475	8.8	%	8.8	%	-		1,534	1,414	8.5	%	8.5	%	-	
Intl	689	714	-3.5	%	8.4	%	-11.9	%	2,170	2,103	3.2	%	12.9	%	-9.7	%
WW	1,206	1,189	1.4	%	8.6	%	-7.2	%	3,704	3,517	5.3	%	11.1	%	-5.8	%
<b>CONTACT LENSES / OTHER</b>																
US	405	359	12.6	%	12.6	%	-		1,179	1,082	9.0	%	9.0	%	-	
Intl	503	522	-3.6	%	9.5	%	-13.1	%	1,533	1,525	0.5	%	11.1	%	-10.6	%
WW	908	882	3.0	%	10.8	%	-7.8	%	2,712	2,607	4.0	%	10.2	%	-6.2	%
<b>SURGICAL</b>																
US	112	117	-3.2	%	-3.2	%	-		355	333	6.8	%	6.8	%	-	
Intl	186	191	-3.3	%	5.6	%	-8.9	%	637	577	10.3	%	17.6	%	-7.3	%
WW	298	308	-3.2	%	2.3	%	-5.5	%	992	910	9.0	%	13.6	%	-4.6	%
<b>TOTAL MEDTECH</b>																
US	3,356	3,117	7.7	%	7.7	%	-		9,932	9,470	4.9	%	4.9	%	-	
Intl	3,426	3,527	-2.9	%	8.5	%	-11.4	%	10,719	10,731	-0.1	%	8.2	%	-8.3	%
WW	\$ 6,782	6,644	2.1	%	8.1	%	-6.0	%	\$ 20,651	20,201	2.2	%	6.6	%	-4.4	%

**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) Reported as U.S. sales

(5) Previously referred to as Medical Devices

#### Supplemental Sales Reconciliation (Unaudited)

(Dollars in Millions)

	THIRD QUARTER					NINE MONTHS						
	2022	2021	Percent Change			2022	2021	Percent Change				
			Total	Operations	Currency			Total	Operations	Currency		
<b>Pharmaceutical</b>												
U.S.	\$ 7,438	7,221	3.0	%	3.0	-	\$ 21,229	20,536	3.4	%	3.4	-
International	5,776	5,661	2.0		16.7	(14.7 )	18,171	16,927	7.3		18.5	(11.2 )
Worldwide	13,214	12,882	2.6		9.0	(6.4 )	39,400	37,463	5.2		10.2	(5.0 )
<b>COVID-19 Vaccine</b>												
U.S.	0	270	*	*	-	120	421	(71.5)	(71.5 )	-		
International	489	233	*	*	*	1,370	346	*	*	*		
Worldwide	489	502	(2.7)		13.1	(15.8 )	1,490	766	*	*	*	
<b>Pharmaceutical excluding COVID-19 Vaccine</b>												
U.S.	7,438	6,951	7.0		7.0	-	21,109	20,115	4.9		4.9	-
International	5,287	5,429	(2.6)		11.3	(13.9 )	16,801	16,582	1.3		11.7	(10.4 )
Worldwide	12,725	12,380	2.8		8.9	(6.1 )	37,910	36,697	3.3		8.0	(4.7 )
<b>Worldwide</b>												
U.S.	12,453	11,963	4.1		4.1	-	36,064	34,993	3.1		3.1	-
International	11,338	11,375	(0.3)		12.3	(12.6 )	35,173	33,978	3.5		12.9	(9.4 )

Worldwide	23,791	23,338	1.9	8.1	(6.2 )	71,237	68,971	3.3	7.9	(4.6 )
COVID-19 Vaccine										
U.S.	0	270	*	*	-	120	421	(71.5)	(71.5 )	-
International	489	233	*	*	*	1,370	346	*	*	*
Worldwide	489	502	(2.7)	13.1	(15.8 )	1,490	766	*	*	*
Worldwide										
U.S.	12,453	11,693	6.5	6.5	-	35,944	34,572	4.0	4.0	-
International	10,849	11,143	(2.6)	9.5	(12.1 )	33,803	33,633	0.5	9.5	(9.0 )
Worldwide excluding COVID-19 Vaccine	\$ 23,302	22,836	2.0	% 8.0	(6.0 )	\$ 69,747	68,205	2.3	% 6.7	(4.4 )

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

	Consumer Health <sup>1</sup>		Pharmaceutical <sup>1</sup>		MedTech		Unallocated		Consumer Health Separation Costs		Worldwide Total	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
Reported Income Before Tax by Segment	\$ 809	(577 )	4,249	4,200	1,124	423	(111 )	(197 )	(249 )	-	5,822	3,849
<b>% to Sales</b>	<b>21.3 %</b>	<b>-15.1 %</b>	<b>32.2 %</b>	<b>32.6 %</b>	<b>16.6 %</b>	<b>6.4 %</b>	<b>-0.5 %</b>	<b>-0.8 %</b>	<b>-1.0 %</b>	<b>0.0 %</b>	<b>24.5 %</b>	<b>16.5 %</b>
Intangible asset amortization expense	83	103	698	799	260	257	-	-	-	-	1,041	1,159
In-process research and development	-	-	-	-	-	900	-	-	-	-	-	900
Litigation related	-	1,359	7	756	212	(38 )	-	-	-	-	219	2,077
Loss/(gain) on securities	-	1	177	(135 )	(13 )	7	-	-	-	-	164	(127 )
Restructuring related	31	36	23	17	69	68	-	-	-	-	123	121
Acquisition, integration and divestiture related	-	-	-	3	-	17	-	-	-	-	-	20
Medical Device Regulation	-	-	-	-	78	59	-	-	-	-	78	59
COVID-19 Vaccine related costs	-	-	377	-	-	-	-	-	-	-	377	-
Consumer Health separation costs	-	-	-	-	-	-	-	-	249	-	249	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted Income Before Tax by Segment	\$ 923	922	5,531	5,640	1,730	1,693	(111 )	(197 )	-	-	8,073	8,058
<b>% to Sales</b>	<b>24.3 %</b>	<b>24.2 %</b>	<b>41.9 %</b>	<b>43.8 %</b>	<b>25.5 %</b>	<b>25.5 %</b>	<b>-0.5 %</b>	<b>-0.8 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>33.9 %</b>	<b>34.5 %</b>

<sup>1</sup> Prior year income before tax has been reclassified as Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes

\*Estimated as of 10/18/2022

Johnson & Johnson and Subsidiaries  
Reconciliation of Non-GAAP Financial Measures  
Q3 YTD - Income Before Tax by Segment\*  
Dollars in Millions





