

2nd Quarter 2021 Results

2nd Quarter 2021 Sales

Worldwide Increased ▲ **\$23.3B** **27.1%** | Excluding acquisitions/divestitures on an operational basis | Worldwide Increased ▲ **23.8%***

Diluted Earnings Per Share Increased ▲ **\$2.35** **72.8%** | Adjusted Diluted Earnings Per Share* Increased ▲ **\$2.48** **48.5%**



“Our second-quarter results showcase Johnson & Johnson’s diversified portfolio, driven by strong sales and earnings growth across our Medical Device, Consumer Health and Pharmaceutical businesses. I’m so proud of our 136,000 colleagues who remain focused on delivering our medicines and products to patients and consumers around the world, in addition to advancing our pipeline with new product launches and regulatory submissions. These accomplishments exemplify our commitment to advancing transformational innovations that improve the health of people and communities everywhere while continuing to deliver long-term value to all of our stakeholders.”

Alex Gorsky
Chairman and
Chief Executive Officer
Johnson & Johnson

\$3.7 Billion

Worldwide Consumer Health Sales

Consumer Health worldwide reported sales increased 13.3% or 9.2% operationally¹. Primary operational drivers:



\$12.6 Billion

Worldwide Pharmaceutical Sales

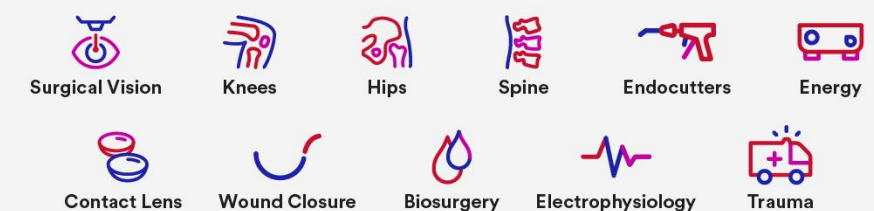
Pharmaceutical worldwide reported sales increased 17.2% or 13.6% operationally¹. Primary operational drivers:



\$7.0 Billion

Worldwide Medical Devices Sales

Medical Devices worldwide reported sales increased 62.7% or 57.2% operationally¹. Primary operational drivers:



Note: values may have been rounded

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson’s earnings release issued on July 21, 2021, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

*Non-GAAP financial measure; non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures.

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

Caution Concerning Forward-Looking Statements: This document contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding future operating and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the “Note to Investors Concerning Forward-Looking Statements” included in the Johnson & Johnson earnings release issued on July 21, 2021, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

2nd Quarter 2021 Earnings Call

July 21, 2021

Johnson & Johnson

Cautionary Note on Forward-looking Statements

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Cautionary Note on Non-GAAP Financial Measures

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

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

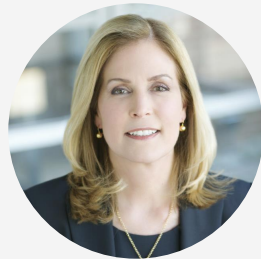
Strategic Partnerships, Collaborations & Licensing Arrangements

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

Immunology	REMICADE and SIMPONI/ SIMPONI ARIA marketing partners are Schering-Plough (Ireland) Company, a subsidiary of Merck & Co., Inc. and Mitsubishi Tanabe Pharma Corporation, and TREMFYA discovered using MorphoSys AG antibody technology
Neuroscience	INVEGA SUSTENNA/ XEPLION/ INVEGA TRINZA/ TREVICTA includes technology licensed from Alkermes Pharma Ireland Limited, RISPERDAL CONSTA developed in collaboration with Alkermes, Inc.
Infectious Diseases	PREZCOBIX/ REZOLSTA fixed-dose combination, SYMTUZA and ODEFSEY developed in collaboration with Gilead Sciences, Inc., and JULUCA and CABENUVA developed in collaboration with ViiV Healthcare UK. Research and development activities for the Company's COVID-19 vaccine, including the ENSEMBLE clinical trial and the delivery of doses for the U.S., has been funded in part with federal funds from the U.S. Department of Health and Human Services, Office of the Assistant Secretary for Preparedness and Response, Biomedical Advanced Research and Development Authority (BARDA), under Contract No. HHSO100201700018C, and in collaboration with the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH) at the U.S. Department of Health and Human Services (HHS)
Cardiovascular/ Metabolism/Other	INVOKANA/ INVOKAMET/ VOKANAMET/ INVOKAMET XR fixed-dose combination licensed from Mitsubishi Tanabe Pharma Corporation, XARELTO co-developed with Bayer HealthCare AG, PROCIT/ EPREX licensed from Amgen Inc., and X-Linked Retinitis Pigmentosa: AAV-RPGR licensed from MeiraGTx
Oncology	IMBRUVICA developed in collaboration and co-marketed in the U.S. with Pharmacyclics, LLC, an AbbVie company, ZYTIGA licensed from BTG International Ltd., VELCADE developed in collaboration with Millennium: The Takeda Oncology Company, DARZALEX licensed from Genmab A/S, BALVERSA discovered in collaboration with Astex Pharmaceuticals, Inc., ERLEADA is licensed from Regents of California and Memorial Sloan Kettering, BCMA CAR-T licensed and developed in collaboration with Legend Biotech USA Inc., Legend Biotech Ireland Limited ("Legend"), niraparib licensed from TESARO, Inc., an oncology-focused business within GSK, DuoBody platform licensed from Genmab relates to several bispecific antibody programs, ENHANZE platform licensed from Halozyme Therapeutics, Inc.
Pulmonary Hypertension	UPTRAVI license and supply agreement with Nippon Shinyaku (co-promotion in Japan), and OPSUMIT co-promotion agreement with Nippon Shinyaku in Japan
Global Public Health	Janssen's Monovalent Ebola Vaccine is developed in collaboration with Bavarian Nordic A/S, and MVA-BN-Filo® is licensed-in from Bavarian Nordic A/S. The program has benefited from funding and preclinical services from the National Institute of Allergy and Infectious Diseases (NIAID), part of NIH, NIAID support included 2 product development contracts starting in 2008 and 8 pre-clinical services contracts. This program is also receiving funding from the IMI2 Joint Undertaking under EBOVAC1 (grant nr. 115854), EBOVAC2 (grant nr. 115861), EBOVAC3 (grant nr. 800176), EBOMAN (grant nr. 115850) and EBODAC (grant nr. 115847). The IMI2 Joint Undertaking receives support from the European Union's Horizon 2020 research and innovation program and the European Federation of Pharmaceutical Industries and Associations (EFPIA). Further funding for the Ebola vaccine regimen has been provided by the BARDA, within the U.S. Department of Health and Human Services' Office of the Assistant Secretary for Preparedness and Response, under Contract Numbers HHSO100201700013C and HHSO100201500008C.. The initial work on Ebola was conducted which was extended from 2002 until 2011. 2002 and 2007 via a Cooperative Research and Development Agreement (CRADA is AI-0114) between Janssen/Crucell and the Vaccine Research Center (VRC)/NIAID, part of the NIH. Janssen/Crucell have licenses to much of VRC's Ebola IP specific for human adenovirus under the Ad26/Ad35 Ebola vaccine CRADA invention. VAC69120 (Filovirus multivalent vaccine) developed in collaboration with Bavarian Nordic; funding: NIH Division of Microbiology and Infectious Diseases (DMID), under Contract Number HHSN272200800056C.

Agenda

- ① Enterprise Highlights
- ② Sales Performance and Earnings Review
- ③ Capital Allocation and Guidance
- ④ Q&A



Jennifer Taubert

Executive Vice President
Worldwide Chairman,
Pharmaceuticals



Thibaut Mongon

Executive Vice President
Worldwide Chairman,
Consumer Health



Ashley McEvoy

Executive Vice President
Worldwide Chairman,
Medical Devices



Joseph J. Wolk

Executive Vice President,
Chief Financial Officer



Chris DeLorefice

Vice President,
Investor Relations

2nd Quarter 2021 Sales

Dollars in Billions Regional Sales Results	Q2 2021	Q2 2020	% CHANGE	
			Reported	Operational ¹
U.S.	\$11.9	\$9.5	24.9%	24.9%
Europe	5.7	4.1	39.5	28.6
Western Hemisphere (ex U.S.)	1.4	1.1	20.6	12.7
Asia-Pacific, Africa	4.4	3.6	21.0	14.8
International	11.4	8.8	29.5	20.9
Worldwide (WW)	\$23.3	\$18.3	27.1%	23.0%

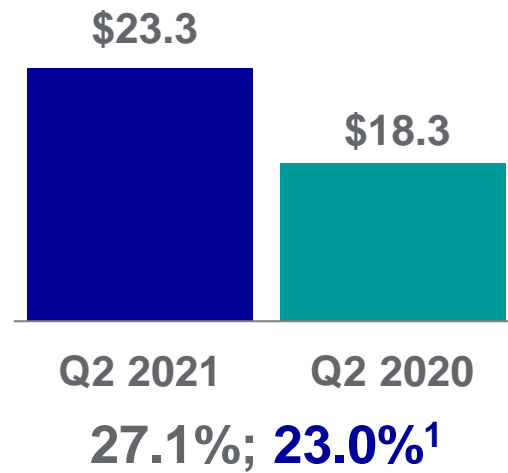


¹ Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the [company's website](#)
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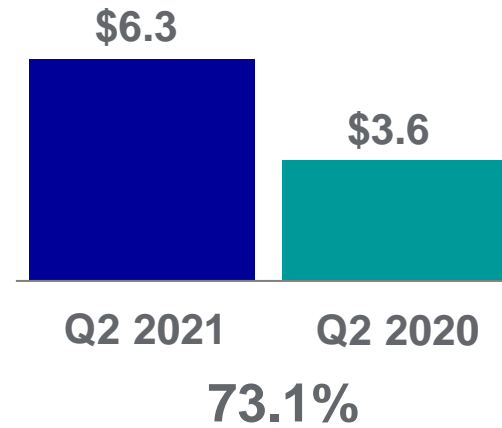
2nd Quarter 2021 Financial Highlights

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

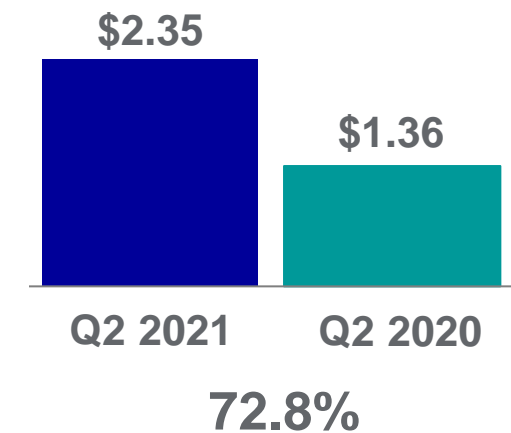
Sales



GAAP Earnings



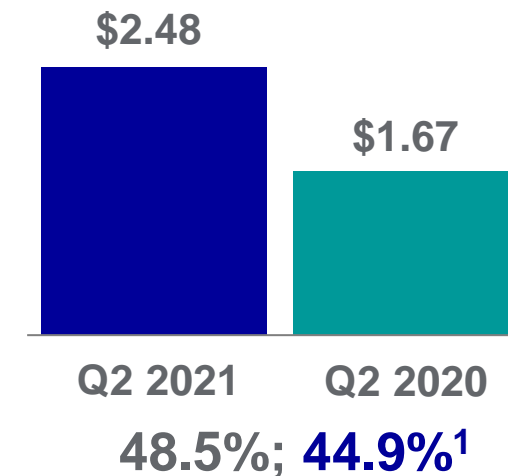
GAAP EPS



Adjusted Earnings²



Adjusted EPS²



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Consumer Health Highlights – 2nd Quarter 2021

Strong growth across multiple franchises primarily due to market recovery

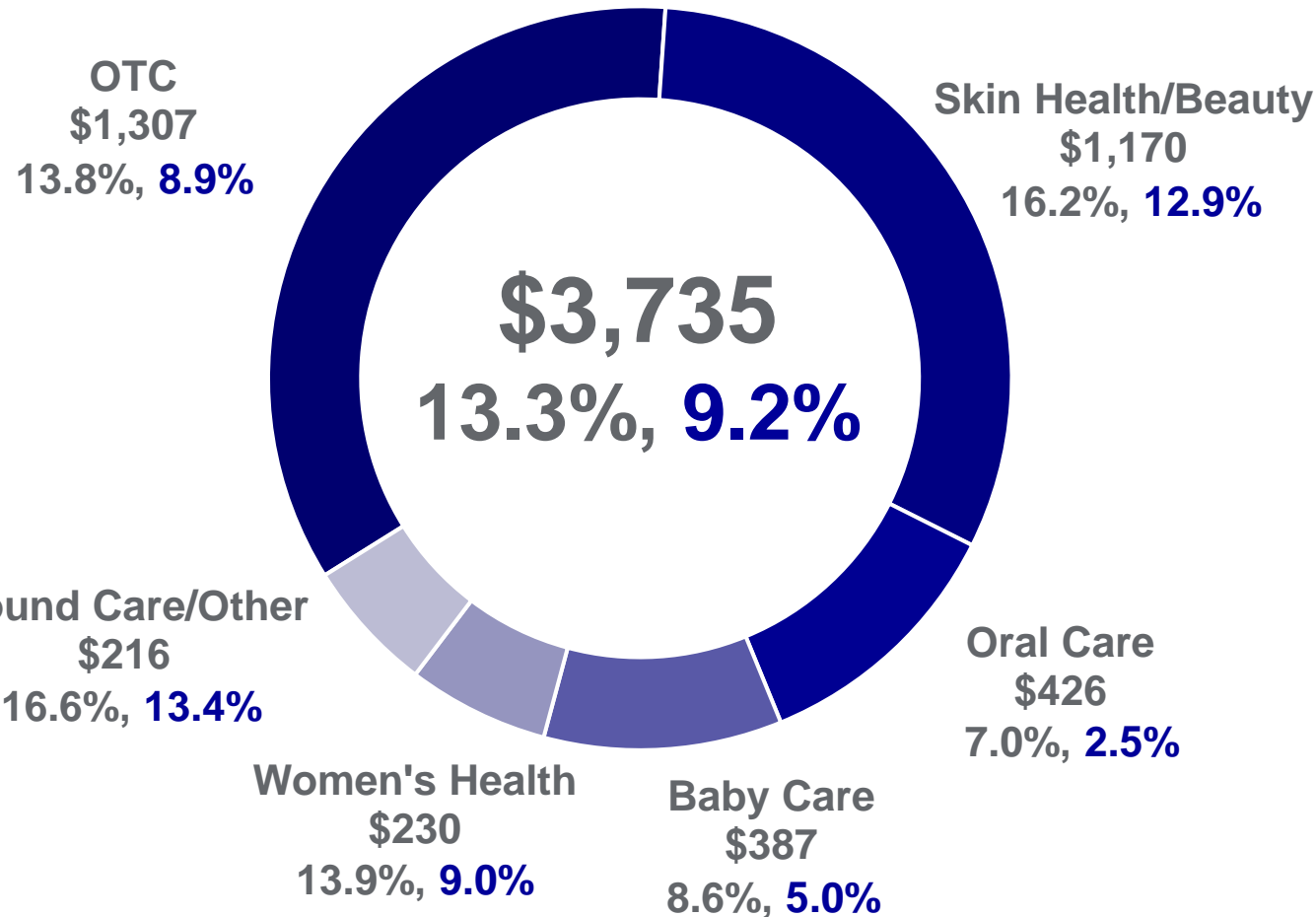
Reported: WW 13.3%, U.S. 12.4%, Int'l 14.1%

Operational¹: WW 9.2%, U.S. 12.4%, Int'l 6.3%

Key Drivers of Operational Performance¹

WW Sales \$MM

■ Reported Growth ■ Operational Growth¹



OTC	<ul style="list-style-type: none"> Growth driven by U.S. Allergy Care seasonal incidence and ZYRTEC promotional campaigns, MOTRIN recovery in China, and Digestive Health driven by PEPCID and COVID-19 related health care professional recommendations for the hydration benefit offering (ORSL)
Skin Health/Beauty	<ul style="list-style-type: none"> Growth driven primarily by WW COVID-19 recovery in key markets and lapping prior year low stocking levels at U.S. retailers, as well as new product stocking primarily in NEUTROGENA and AVEENO partially offset by competitive pressures. OUS growth partially offset by divestitures
Oral Care	<ul style="list-style-type: none"> Growth primarily due to strong OUS performance for LISTERINE mouthwash due to an accelerating category and increase in demand from continued successful promotional campaigns, partially offset by divestitures
Baby Care	<ul style="list-style-type: none"> Growth driven by OUS strength in ASPAC eCommerce and successful promotional activities for JOHNSON'S and AVEENO aided by lapping of prior year negative COVID-19 impacts. U.S. growth partially offset by comparison to prior year COVID-19 demand surge
Women's Health	<ul style="list-style-type: none"> Growth driven by lapping prior year negative COVID-19 impact and innovation launches in O.B. and STAYFREE
Wound Care/Other	<ul style="list-style-type: none"> Growth driven by category wide U.S. market growth with increased consumer behavior focus on preparedness and infection prevention, seasonal inventory builds and lapping prior year de-stocking

Adjusted Operational Sales²: WW 10.0%, U.S. 13.0%, Int'l 7.4%



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Neutrogena



Aveeno

Stayfree

LISTERINE

BAND-AID



TYLENOL

Motrin

OGX

Pharmaceutical Highlights – 2nd Quarter 2021

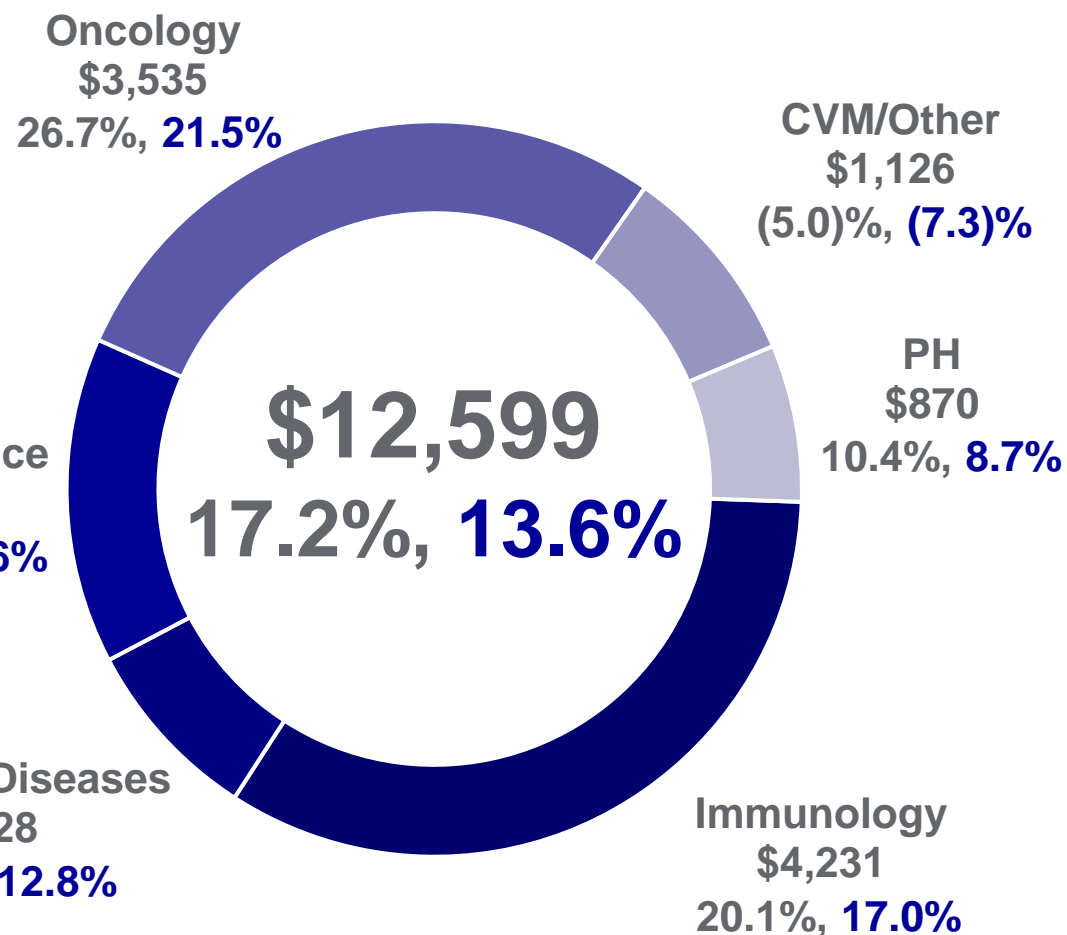
Above-market performance driven by double-digit growth in key products

Reported: WW 17.2%, U.S. 12.2%, Int'l 23.7%

Operational¹: WW 13.6%, U.S. 12.2%, Int'l 15.4%

WW Sales \$MM

■ Reported Growth ■ Operational Growth¹



Key Drivers of Operational Performance¹

Immunology	<ul style="list-style-type: none"> Growth driven by continued strong uptake of STELARA in Crohn's Disease and Ulcerative Colitis, strength of TREMFYA in Psoriasis and uptake in Psoriatic Arthritis, and market/share gains in SIMPONI ARIA REMICADE decline due to biosimilar competition
Infectious Diseases	<ul style="list-style-type: none"> Growth driven by the contribution of the COVID-19 vaccine in the U.S. and EU Partially offset by increased competition for PREZISTA/PREZCOBIX/REZOLSTA and PREZISTA OUS LOE
Neuroscience	<ul style="list-style-type: none"> Paliperidone long-acting injectables growth due to strength of INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA from new patient starts and persistency
Oncology	<ul style="list-style-type: none"> DARZALEX increase driven by continued strong market growth and share gains in all regions and solid uptake of the subcutaneous formulation launched in 2020 IMBRUVICA growth primarily driven by market and continued share leadership, partially offset by COVID-19 related market dynamics including continued delays in new patient starts as well as competitive pressures from novel oral agents Continued strong global launch uptake of ERLEADA
Cardiovascular/ Metabolism/ Other (CVM/Other)	<ul style="list-style-type: none"> Decline driven by lower sales of PROCREDIT/EPREX due to biosimilar competition INVOKANA/INVOKAMET decline due to continued share erosion Growth in XARELTO driven by demand, partially offset by higher commercial access cost
Pulmonary Hypertension (PH)	<ul style="list-style-type: none"> Growth driven by strong sales of OPSUMIT and UPTRAVI due to continued share gains and market growth

Adjusted Operational Sales²: WW 14.1%, U.S. 12.1%, Int'l 16.8%



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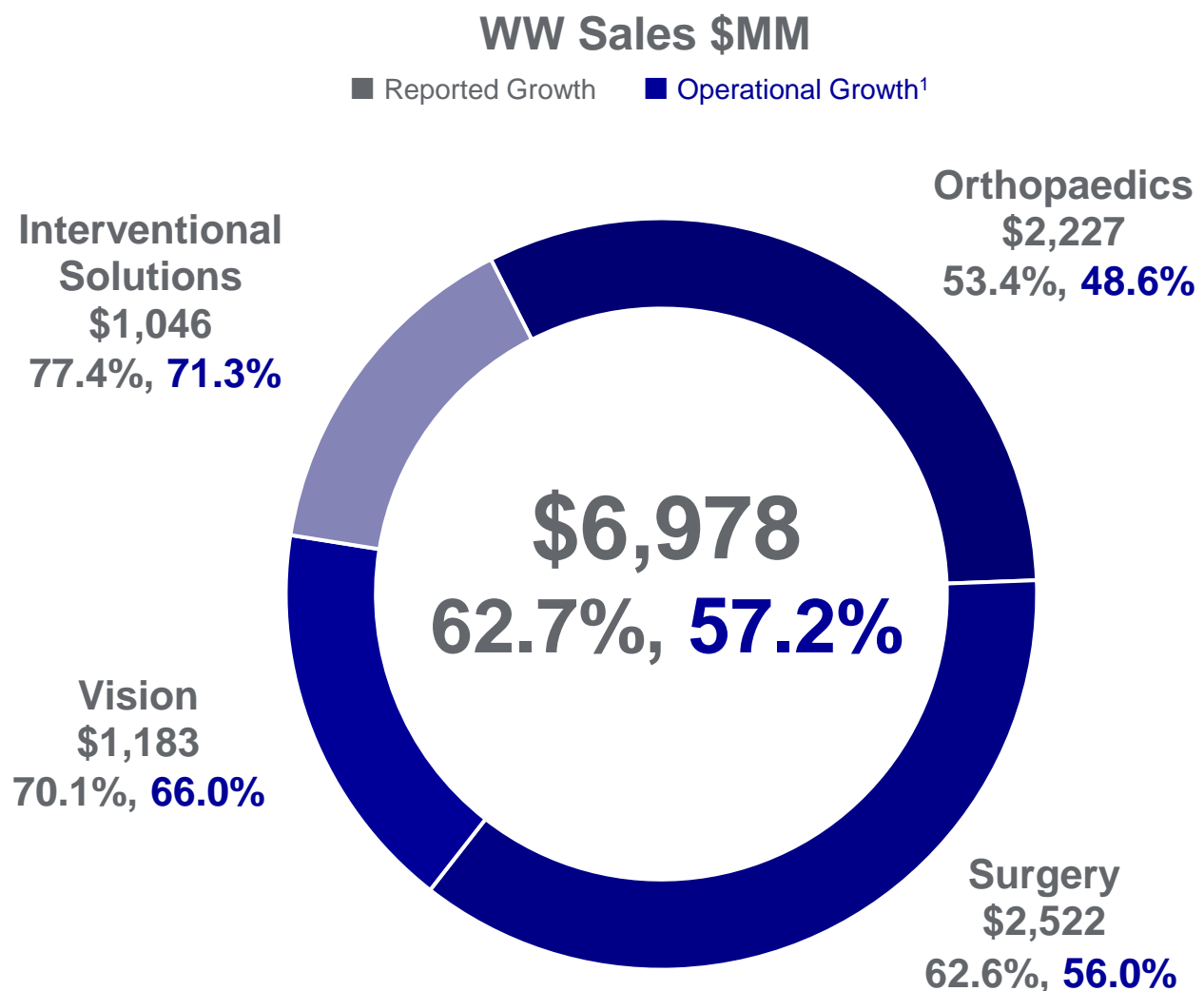


Medical Devices Highlights – 2nd Quarter 2021

Growth primarily driven by COVID-19 related market recovery and innovation

Reported: WW 62.7%, U.S. 77.2%, Int'l 51.6%

Operational¹: WW 57.2%, U.S. 77.2%, Int'l 41.9%



Key Drivers of Operational Performance¹

Interventional Solutions	<ul style="list-style-type: none"> Market recovery and success of new products and commercial strategies continuing to enhance global leadership
Orthopaedics	<ul style="list-style-type: none"> Hips: Growth reflects market recovery combined with continued strength of our portfolio including the ACTIS stem aided by enabling technologies – KINCISE and VELYS Hip Navigation Trauma: Global market recovery and uptake of new products including Cannulated Compression Headless Screws and Advanced Nailing Systems Knees: Growth primarily driven by procedure recovery Spine, Sports & Other: Market recovery and new products (CONDUIT and VIPER Prime) driving growth <ul style="list-style-type: none"> Spine: WW: ~+52%, U.S.: ~+70%, OUS: ~+33%
Surgery	<ul style="list-style-type: none"> Advanced: <ul style="list-style-type: none"> Endocutters: ~+40% Driven by market recovery, market expansion and new products offsetting competitive pressure in the U.S. Biosurgery: ~+48% Market recovery and share expansion driven by success of newer products (VISTASEAL and SURGICEL POWDER) and Asia Pacific market expansion Energy: ~+40% Primarily due to market recovery, new products and expansion within the China market, offsetting competitive pressures in the U.S. General: Growth primarily driven by market recovery, continued strength of the Suture portfolio, changes in U.S. inventory levels in Wound Closure and a prior year unfavorable one-time price adjustment in the U.S. partially offset by the impact of the ASP divestiture
Vision	<ul style="list-style-type: none"> Contact Lenses/Other: Growth driven primarily by market recovery, new products and channel inventory changes in the U.S. Surgical: Growth primarily due to market recovery & uptake of recently launched products

Adjusted Operational Sales²: WW 58.7%, U.S. 77.9%, Int'l 43.8%



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Condensed Consolidated Statement of Earnings

2nd Quarter 2021

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

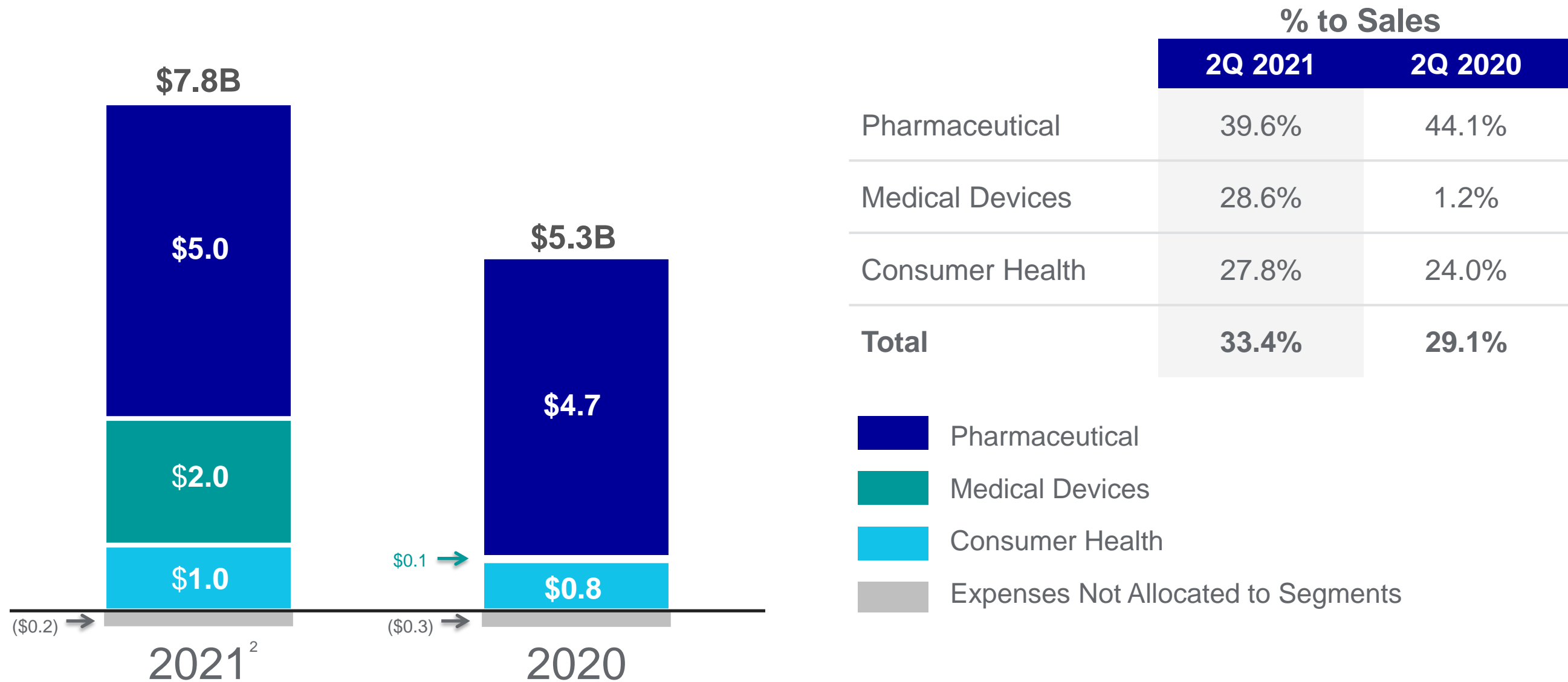
	2021		2020		% Increase (Decrease)
	Amount	% to Sales	Amount	% to Sales	
Sales to customers	\$23,312	100.0	\$18,336	100.0	27.1
Cost of products sold	7,587	32.5	6,579	35.9	15.3
Gross Profit	15,725	67.5	11,757	64.1	33.8
Selling, marketing and administrative expenses	6,073	26.1	4,993	27.2	21.6
Research and development expense	3,394	14.6	2,707	14.8	25.4
In-process research and development	-	-	6	0.0	
Interest (income) expense, net	28	0.1	26	0.2	
Other (income) expense, net	(488)	(2.1)	24	0.1	
Restructuring	56	0.2	61	0.3	
Earnings before provision for taxes on income	6,662	28.6	3,940	21.5	69.1
Provision for taxes on income	384	1.7	314	1.7	22.3
Net Earnings	\$6,278	26.9	\$3,626	19.8	73.1
Net earnings per share (Diluted)	\$2.35		\$1.36		72.8
Average shares outstanding (Diluted)	2,671.6		2,665.5		
Effective tax rate	5.8%		8.0%		
Adjusted earnings before provision for taxes and net earnings¹					
Earnings before provision for taxes on income	\$7,776	33.4	\$5,337	29.1	45.7
Net earnings	\$6,625	28.4	\$4,446	24.2	49.0
Net earnings per share (Diluted)	\$2.48		\$1.67		48.5
Effective tax rate	14.8%		16.7%		



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

Adjusted Income Before Tax by Segment¹

2nd Quarter 2021



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

² Estimated as of 7/21/2021

Notable New Announcements in 2nd Quarter 2021¹

Pharmaceutical

- Regulatory Decisions:
 - RYBREVANT (amivantamab-vmjw) Receives U.S. FDA Approval as the First Targeted Treatment for Patients with Non-Small Cell Lung Cancer with EGFR Exon 20 Insertion Mutations
 - PONVORY (ponesimod) receives European Commission approval for the Treatment of Adults with Relapsing Forms of Multiple Sclerosis with Active Disease Defined by Clinical or Imaging Features
 - DARZALEX (daratumumab) Subcutaneous (SC) Formulation Becomes the First Approved Treatment for Newly Diagnosed Systemic Light Chain Amyloidosis in Europe and Gains an Additional Approval in Pre-Treated Multiple Myeloma
 - DARZALEX FASPRO (daratumumab and hyaluronidase-fihj) Receives U.S. FDA Approval for Combination with Pomalidomide and Dexamethasone for Patients with Multiple Myeloma After First or Subsequent Relapse²
- Regulatory Submission:
 - Janssen granted Breakthrough Therapy Designation from the U.S. FDA for Teclistamab for the Treatment of Relapsed or Refractory Multiple Myeloma
 - Janssen Submits Marketing Authorisation Application to the European Medicines Agency for BCMA CAR-T Therapy Ciltacabtagene Autoleucel (cilta-cel) for the Treatment of Relapsed and/or Refractory Multiple Myeloma
 - Janssen Submits New Drug Application to U.S. FDA for XARELTO (rivaroxaban) to Help Prevent and Treat Blood Clots in Pediatric Patients
- Other:
 - Johnson & Johnson Joins World Health Organization in Efforts to Prevent Spread of Ebola in West Africa
 - Janssen Discontinues Collaboration and License Agreement with argenx for Cusatuzumab
 - Johnson & Johnson Announces Positive New Data for the Single-Shot COVID-19 Vaccine on Activity Against Delta Variant and Long-lasting Durability of Response

Medical Devices

- Regulatory Decisions:
 - TECNIS SYNERGY and TECNIS SYNERGY TORIC II IOLS a Next Generation Treatment for Cataract Patients Received Regulatory Approval and Launched in the U.S. and Canada
- Other
 - ETHICON expands Advanced Bipolar Energy Portfolio with Launch of ENSEAL X1 Curved Jaw Tissue Sealer

Consumer Health

- Other
 - Johnson & Johnson Consumer Inc. Issues Voluntary Recall of Specific NEUTROGENA and AVEENO Aerosol Sunscreen Products Due to the Presence of Benzene²



¹ These developments and all other news releases are available online in the Investors section of the company's website at [news releases](#)

² Subsequent to the quarter

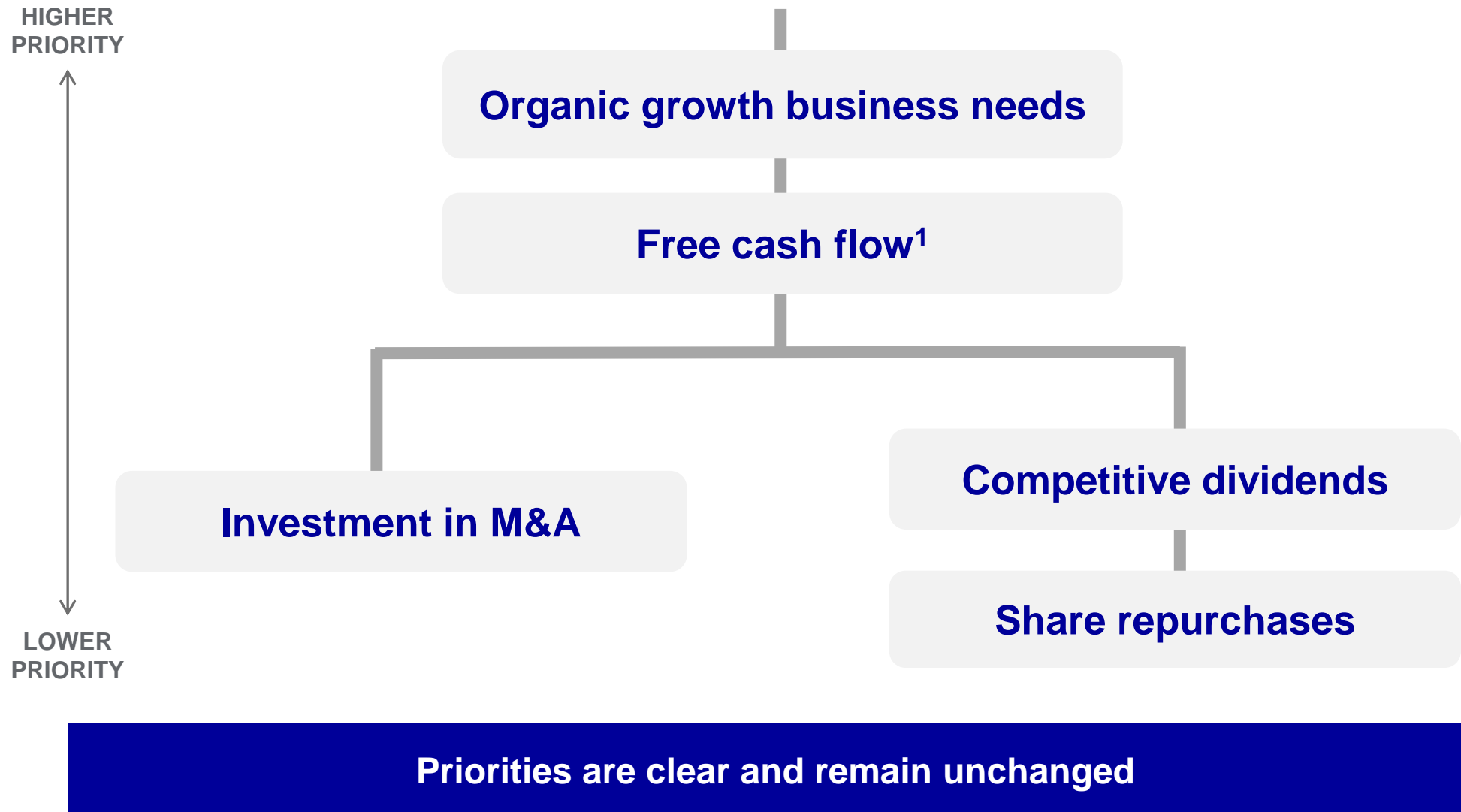
Joseph J. Wolk

Executive Vice President,
Chief Financial Officer



Capital Allocation Strategy

Capital Allocation



Dollars in Billions	Q2 2021
Cash and Marketable Securities	\$25
Debt	(\$33)
Net Debt	(\$8)
Free Cash Flow ²	~\$8

Note: values may have been rounded


Q2 2021:

\$3.4B invested in R&D

\$2.8B in dividends paid to shareholders

¹ Non-GAAP measure; cash flow from operations less CAPEX

² Estimated as of July 21, 2021

2021 Revenue Guidance

	July (Base Business)	April	Comments
Adjusted Operational Sales ^{1,2}	9.5% - 10.5%	8.7% - 9.9%	Tightening of the range and strong base performance
Operational Sales ²	\$90.0B - \$90.8B 9.0% - 10.0%	\$89.3B - \$90.3B 8.2% - 9.4%	Midpoint of 9.5%
Estimated Reported Sales ³	\$91.3B - \$92.1B 10.5% - 11.5%	\$90.6B - \$91.6B 9.7% - 10.9%	Midpoint of \$91.7B or 11.0% FX \$1.3B or 1.5% impact

	July (Incl. COVID-19 Vaccine)
Adjusted Operational Sales ^{1,2}	12.5% - 13.5%
Operational Sales ²	\$92.5B - \$93.3B 12.0% - 13.0%
Estimated Reported Sales ³	\$93.8B - \$94.6B 13.5% - 14.5%

FY 2021 COVID-19 Vaccine Assumptions

Anticipate final not-for-profit price up to \$8.00 per dose

Expected Full Year Vaccine Sales of ~\$2.5B

More than ½ of FY revenue estimate likely to occur in 4th quarter



¹ Non-GAAP measure; excludes acquisitions and divestitures

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

³ Euro Average Rate: July 2021 = \$1.19; Euro Spot Rate: July 2021 = \$1.18

Note: Percentages may be rounded.

2021 P&L Guidance

	July (Incl. COVID-19 Vaccine)	April	Comments
Adjusted Operational Sales^{1,2}	12.5% - 13.5%	8.7% - 9.9%	Tightening of range, strong base performance, and COVID-19 vaccine contribution
Operational Sales²	\$92.5B - \$93.3B 12.0% - 13.0%	\$89.3B - \$90.3B 8.2% - 9.4%	Midpoint of 12.5%
Estimated Reported Sales³	\$93.8B - \$94.6B 13.5% - 14.5%	\$90.6B - \$91.6B 9.7% - 10.9%	Midpoint of \$94.2B or 14.0% FX \$1.3B or 1.5% impact
Adjusted Pre-Tax Operating Margin^{4,5}	Nearly 200 bps improvement	>200 bps improvement	
Net Other Income⁴	\$0.8 - \$0.9 billion	\$0.6 - \$0.7 billion	Increased investment returns related to our employee benefit programs
Net Interest Expense / (Income)	\$100 - \$200 million	\$150 - \$250 million	Lowering based on 1H2021 trends
Effective Tax Rate⁴	16.0% - 17.0%	16.5% - 17.5%	Certain one-time benefits in first half 2021
Adjusted EPS (Operational)^{2,4}	\$9.50 - \$9.60 18.4% - 19.6%	\$9.30 - \$9.45 15.8% - 17.7%	Tightening of range to \$0.10 & increasing midpoint by \$0.17
Adjusted EPS (Reported)^{3,4}	\$9.60 - \$9.70 19.6% - 20.8%	\$9.42 - \$9.57 17.3% - 19.2%	Midpoint of \$9.65 or 20.2% FX \$0.10 or 1.2% impact



¹ Non-GAAP measure; excludes acquisitions and divestitures

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

³ Euro Average Rate: July 2021 = \$1.19; Euro Spot Rate: July 2021 = \$1.18

Note: Percentages may be rounded.

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

⁵ Sales less: COGS, SM&A and R&D expenses

2nd Half 2021 Assumptions and Outlook



Pharmaceutical

- Ongoing focus on reaching patients through transformational innovation and anticipate delivering a 10th consecutive year of operational above-market growth
- Comprehensive overview planned at our Business Review on November 18th of our robust pipeline, long-term growth outlook, and key enablers of market-leading success



Consumer Health

- Expect full year competitive growth versus the market driven by science-based, professionally endorsed brands
- Continue meeting the needs of our consumers while maintaining an enhanced margin profile through our end-to-end profitability improvement program



Medical Devices

- Continued focus on execution, meaningful innovation, and market recovery will enable full year double-digit growth versus prior year and growth versus 2019
- Expanding access to high quality care by developing solutions utilizing digital capabilities, scientific evidence and fact-based data

Segment	Full Year Considerations	Sales Phasing and Considerations
Pharmaceutical	Continued strong, above market performance	<ul style="list-style-type: none"> • Anticipate more balanced quarter to quarter growth throughout 2nd half • Expect more than half of COVID-19 vaccine revenue likely to occur in the 4th quarter
Medical Devices	Double digit growth driven by procedure recovery and continued momentum from enhanced execution of new product introductions	<ul style="list-style-type: none"> • Expect continued, but non-linear recovery across geographies and procedures • Pace of recovery will be influenced by factors such as patient willingness to seek care, health system capacity, insurance and unemployment rates, and rate of easing of mobility restrictions
Consumer Health	Continue to drive competitive market growth	<ul style="list-style-type: none"> • Anticipate more normalized growth in the 2nd half as consumers return to typical usage patterns • OTC performance will be dependent on seasonality impacts

Note: Fourth Quarter growth will be negatively impacted by additional 2020 selling days due to the 53rd week that will not be repeated in 2021 (Q4 2020: ~4pts of growth related to additional selling days)

Q&A



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