2nd Quarter 2023 Results

Johnson & Johnson

2nd Quarter 2023 Sales

$25.5B | Worldwide Increased ▲ **6.3%**

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

Diluted Earnings Per Share

$1.96 | Increased ▲ **8.9%**

Adjusted Diluted Earnings Per Share*

$2.80 | Increased ▲ **8.1%**

"Our robust performance in the second quarter and first half of 2023 is a testament to the hard work and commitment of our colleagues around the world. We are entering the back half of the year from a position of strength with numerous catalysts, including becoming a two-sector company focused on Pharmaceutical and MedTech innovation."

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

$13.7 Billion — Worldwide Pharmaceutical Sales

Pharmaceutical worldwide reported sales increased 3.1% or 3.8% operationally[1]. Primary operational drivers:

DARZALEX (daratumumab) injection for intravenous infusion 100 mg/5 mL, 400 mg/20 mL | Stelara (ustekinumab) | Erleada (apalutamide) 60 mg tablets | Tremfya (guselkumab) | CARVYKTI (ciltacabtagene autoleucel) | Spravato (esketamine) CII nasal spray | Uptravi (selexipag) tablets

$7.8 Billion — Worldwide MedTech Sales

MedTech worldwide reported sales increased 12.9% or 14.7% operationally[1]. Primary operational drivers:

Abiomed | Electrophysiology | Wound Closure | Biosurgery | Contact Lenses | Trauma | Surgical Vision | Endocutters | Knees | Hips | Energy

$4.0 Billion — Worldwide Consumer Health Sales

Consumer Health worldwide reported sales increased 5.4% or 7.7% operationally[1]. Primary operational drivers:

Neutrogena | Motrin IB | TYLENOL | nicorette | Stayfree | SUDAFED | Imodium

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 20, 2023, available at http://www.investor.jnj.com/sales-earnings.cfm.

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

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

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 20, 2023, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

2nd Quarter 2023 Earnings Call

July 20, 2023

Johnson & Johnson

Cautionary Note on Forward-looking Statements

This presentation contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things: future operating and financial performance, product development, market position and business strategy, and the anticipated separation of the Company’s Consumer Health business. The viewer is cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Johnson & Johnson. Risks and uncertainties include, but are not limited to: economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products and patents attained by competitors; challenges inherent in new product research and development, including uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; challenges to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans, 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 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; 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 presentation speaks only as of the date of this presentation. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

Cautionary Note on Non-GAAP Financial Measures

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

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

Strategic Partnerships, Collaborations & Licensing Arrangements

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

Immunology	REMICADE and SIMPONI/ SIMPONI ARIA marketing partners are Schering-Plough (Ireland) Company, a subsidiary of Merck & Co., Inc. and Mitsubishi Tanabe Pharma Corporation; TREMFYA discovered using MorphoSys AG antibody technology; JNJ-2113 was discovered through a collaboration with Protagonist Therapeutics – Janssen retains exclusive rights to develop and commercialize for a broad range of indications
Neuroscience	INVEGA SUSTENNA/ XEPLION/ INVEGA TRINZA/ TREVICTA/ INVEGA HAFYERA/ BYANNLI are subject to a technology license agreement from Alkermes Pharma Ireland Limited, and RISPERDAL CONSTA developed in collaboration with Alkermes, Inc.
Infectious Diseases	PREZCOBIX / REZOLSTA fixed-dose combination, SYMTUZA and ODEFSEY developed in collaboration with Gilead Sciences, Inc., and JULUCA and CABENUVA developed in collaboration with ViiV Healthcare UK. Research and development activities for the Company's COVID-19 vaccine, including the ENSEMBLE clinical trial and the delivery of doses for the U.S., have been funded in part with federal funds from the U.S. Department of Health and Human Services, Office of the Assistant Secretary for Preparedness and Response, Biomedical Advanced Research and Development Authority (BARDA), under Contract No. HHSO100201700018C, and in collaboration with the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH) at the U.S. Department of Health and Human Services (HHS)
Cardiovascular/ Metabolism/Other	INVOKANA/ INVOKAMET/ VOKANAMET/ INVOKAMET XR fixed-dose combination licensed from Mitsubishi Tanabe Pharma Corporation; XARELTO co-developed with Bayer HealthCare AG; PROCRIT/ EPREX licensed from Amgen Inc., and X-Linked Retinitis Pigmentosa: AAV-RPGR licensed from MeiraGTx
Oncology	IMBRUVICA developed in collaboration and co-marketed in the U.S. with Pharmacyclics, LLC, an AbbVie company; ZYTIGA licensed from BTG International Ltd.; VELCADE developed in collaboration with Millennium: The Takeda Oncology Company; DARZALEX and DARZALEX FASPRO licensed from Genmab A/S, BALVERSA licensed and discovered in collaboration with Astex Pharmaceuticals, Inc.; ERLEADA licensed from Regents of California and Memorial Sloan Kettering; CARVYKTI licensed and developed in collaboration with Legend Biotech USA Inc. and Legend Biotech Ireland Limited, niraparib licensed from TESARO, Inc., an oncology-focused business within GSK, lazertinib licensed from Yuhan Corporation, DuoBody platform licensed from Genmab A/S relates to several bispecific antibody programs, ENHANZE platform licensed from Halozyme Therapeutics, Inc.
Pulmonary Hypertension	UPTRAVI license and supply agreement with Nippon Shinyaku (co-promotion in Japan), and OPSUMIT co-promotion agreement with Nippon Shinyaku in Japan
Global Public Health	Janssen's Monovalent Ebola Vaccine is developed in collaboration with Bavarian Nordic A/S, and MVA-BN-Filo® is licensed-in from Bavarian Nordic A/S. The program has benefited from funding and preclinical services from the National Institute of Allergy and Infectious Diseases (NIAID), part of NIH, NIAID support included 2 product development contracts starting in 2008 and 8 pre-clinical services contracts. This program is also receiving funding from the IMI2 Joint Undertaking under EBOVAC1 (grant nr. 115854), EBOVAC2 (grant nr. 115861), EBOVAC3 (grant nr. 800176), EBOMAN (grant nr. 115850) and EBODAC (grant nr. 115847). The IMI2 Joint Undertaking receives support from the European Union's Horizon 2020 research and innovation program and the European Federation of Pharmaceutical Industries and Associations (EFPIA). Further funding for the Ebola vaccine regimen has been provided by BARDA, within the U.S. Department of Health and Human Services' Office of the Assistant Secretary for Preparedness and Response, under Contract Numbers HHSO100201700013C and HHSO100201500008C. The initial work on Ebola was conducted which was extended from 2002 until 2011. 2002 and 2007 via a Cooperative Research and Development Agreement (CRADA is AI-0114) between Janssen/Crucell and the Vaccine Research Center (VRC)/NIAID, part of the NIH. Janssen/Crucell have licenses to much of VRC's Ebola IP specific for human adenovirus under the Ad26/Ad35 Ebola vaccine CRADA invention. VAC69120 (Filovirus multivalent vaccine) developed in collaboration with Bavarian Nordic; funding: NIH Division of Microbiology and Infectious Diseases (DMID), under Contract Number HHSN272200800056C.

Agenda

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

Joaquin Duato
Chairman of the Board and
Chief Executive Officer

Joseph J. Wolk
Executive Vice President,
Chief Financial Officer

Erik Haas
Worldwide Vice President,
Litigation

Jessica Moore
Vice President,
Investor Relations

Joaquin Duato

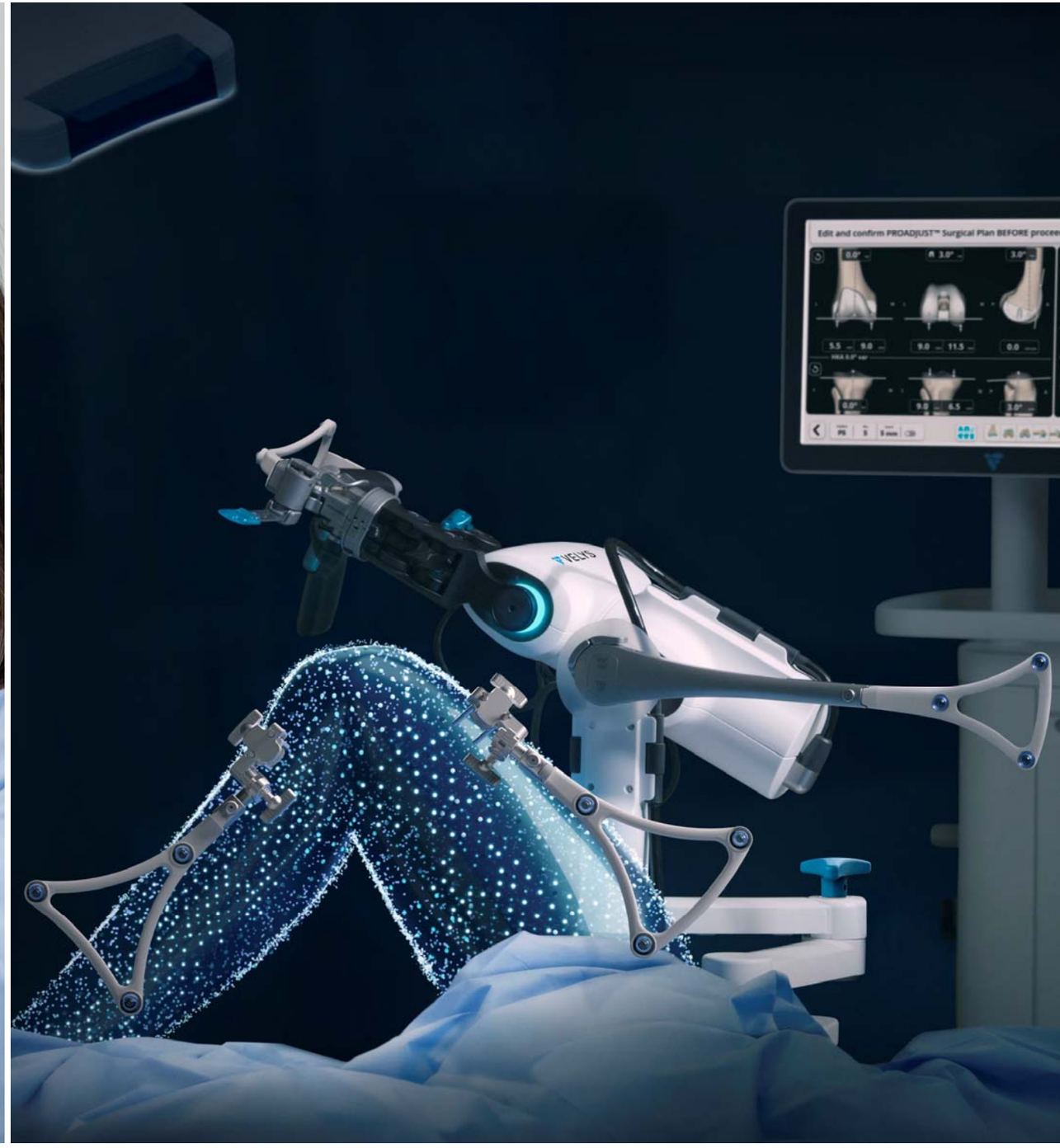
Chairman of the Board and Chief Executive Officer

Johnson & Johnson


janssen
janssen
janssen
LEADING THE WAY IN MULTIPLE MY


Biosense Webster
PART OF THE Johnson & Johnson FAMILY OF COMPANIES
Discover a new possible™


EVOLUTION
HEALTH EVO
HEALTH EVO
H EVOLUTION


Edit and confirm PROADJUST™ Surgical Plan BEFORE proce

Notable Announcements in the 2nd Quarter[1]

Pharmaceutical

- **Regulatory:**
  - Janssen Marks First Approval Worldwide for AKEEGA (Niraparib and Abiraterone Acetate Dual Action Tablet) with EC Authorisation for the Treatment of Patients with Metastatic Castration Resistant Prostate Cancer with BRCA1/2 Mutations
  - Milvexian Granted U.S. FDA Fast Track Designation for All Three Indications Under Evaluation in Phase 3 Librexia Program: Ischemic Stroke, Acute Coronary Syndrome and Atrial Fibrillation
  - Janssen Submits New Drug Application to U.S. FDA Seeking Approval of Investigational Single Tablet Combination Therapy of Macitentan and Tadalafil for Treatment of Patients with Pulmonary Arterial Hypertension (PAH)
  - Janssen Submits Supplemental Biologics License Application to U.S. FDA Seeking Approval of CARVYKTI for the Earlier Treatment of Patients with Relapsed or Refractory Multiple Myeloma
- **Data Release:**
  - Janssen Reports First Results from Phase 2 SunRISe-1 Study of TAR-200 and Anti-PD-1 Antibody Cetrelimab in Patients with Bacillus Calmette-Guérin-Unresponsive Non-Muscle-Invasive Bladder Cancer
  - First Phase 3 TREMFYA (guselkumab) Data in Inflammatory Bowel Disease Show Positive Induction Results Among Patients with Moderately to Severely Active Ulcerative Colitis
  - Janssen to Highlight Scientific Advances and Commitment to Transform Cancer Care at ASCO and EHA with More than 90 Presentations Showcasing Robust, Differentiated Portfolio and Pipeline in Hematologic Malignancies and Solid Tumors
  - New Phase 2 Data Demonstrate Potential Benefit of Nipocalimab for Pregnant Individuals at High Risk of Early-Onset Severe Hemolytic Disease of the Fetus and Newborn (HDFN)
  - Janssen Announces Positive Topline Results for JNJ-2113—a Novel, First and Only Oral IL-23 Receptor Antagonist Peptide in Development for Moderate-to-Severe Plaque Psoriasis[2]
  - Treatment with RYBREVANT® (amivantamab-vmjw) Plus Chemotherapy Resulted in Statistically Significant and Clinically Meaningful Improvement in Progression-Free Survival in Patients with Newly Diagnosed EGFR Exon 20 Insertion Mutation-Positive Non-Small Cell Lung Cancer[2]
- **Other**
  - Janssen Enters Worldwide Collaboration and License Agreement with Cellular Biomedicine Group to Develop Next Generation CAR-T Therapies

MedTech

- **Data Release:**
  - New Data Published on Biosense Webster QDOT MICRO Catheter – the Latest Advancement in Focal RF Ablation for Treating AFib

Enterprise

  - Johnson & Johnson Announces Launch of Kenvue Inc. IPO Roadshow

Johnson & Johnson

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

Jessica Moore

Vice President,
Investor Relations

Johnson & Johnson

2nd Quarter 2023 Sales

Dollars in Billions Regional Sales Results	Q2 2023	Q2 2022	% CHANGE Reported	% CHANGE Operational[1]
U.S.	**$13.4**	**$12.2**	**10.2%**	**10.2%**
Europe	5.9	6.1	(3.1)	(3.9)
Western Hemisphere (ex U.S.)	1.7	1.5	11.5	17.7
Asia-Pacific, Africa	4.5	4.2	6.6	12.5
International	**12.1**	**11.8**	**2.2**	**4.7**
Worldwide (WW)	**$25.5**	**$24.0**	**6.3%**	**7.5%**

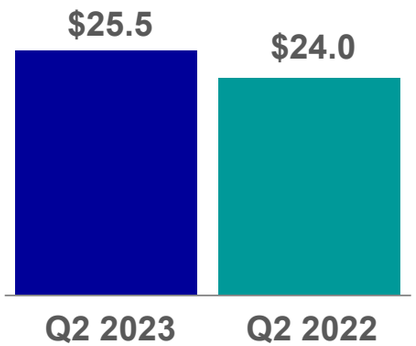
Johnson & Johnson

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

2nd Quarter 2023 Financial Highlights

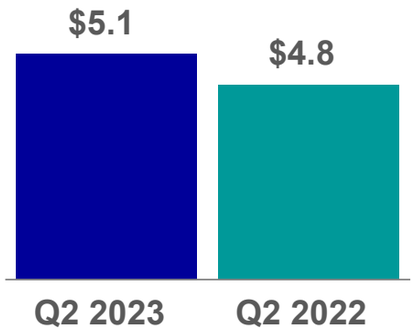
Dollars in Billions, except EPS
Reported %; Operational %[1]

Sales



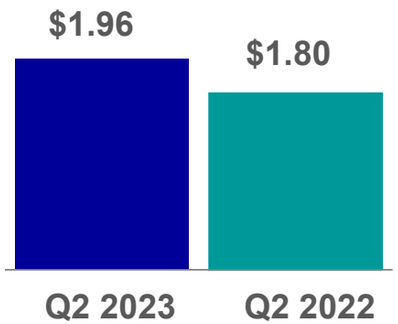
6.3%; **7.5%**[1]

GAAP Earnings



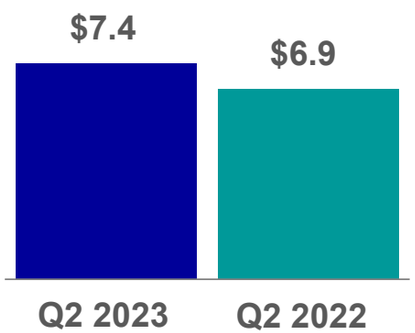
6.9%

GAAP EPS



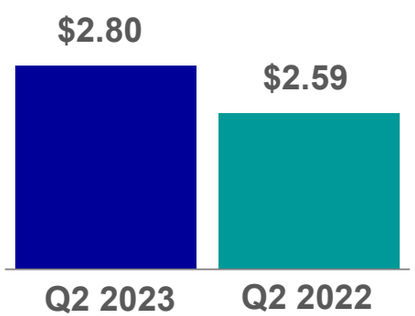
8.9%

Adjusted Earnings[2]



6.5%

Adjusted EPS[2]



8.1%; **9.7%**[1]

Johnson & Johnson

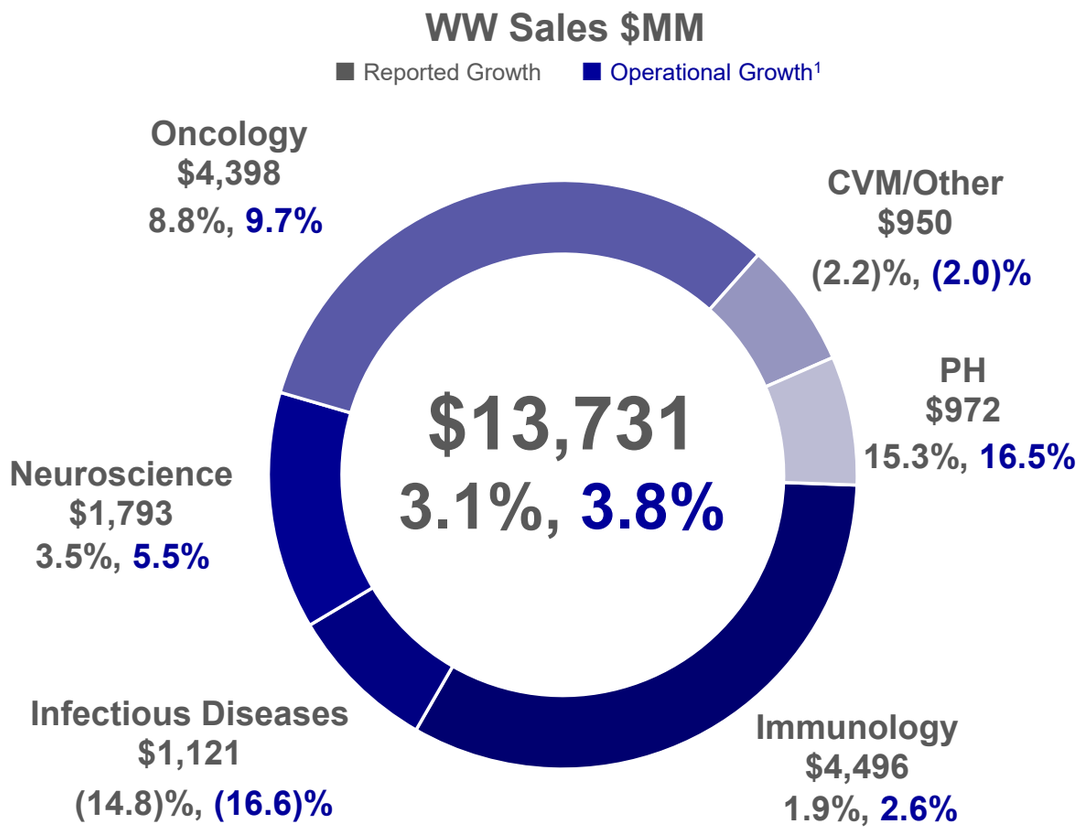
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website
Note: Fiscal second quarter Other (income) expense, net includes $37 million related to the Company's 10.4% non-controlling interest in Kenvue, Inc. from the time of the initial public offering on May 8, 2023 through the end of the fiscal second quarter.

Pharmaceutical Highlights – 2nd Quarter 2023

Strong operational growth[1] of 6.2% excl. COVID-19 Vaccine driven by Oncology, Immunology, and PH

Reported: WW 3.1%, U.S. 9.2%, Int'l (4.0)%

Operational[1]: WW 3.8%, U.S. 9.2%, Int'l (2.5)%



Key Drivers of Operational Performance[1]	
Immunology	• STELARA increase driven by market growth partially offset by unfavorable patient mix and rebates • Growth in TREMFYA due to share gains and market growth, partially offset by unfavorable patient mix • REMICADE decline due to biosimilar competition
Infectious Diseases	• COVID-19 Vaccine revenue decline
Neuroscience	• SPRAVATO growth driven by ongoing launches in the U.S. and Europe • Growth partially offset by declines from the paliperidone long-acting injectables, due to the XEPLION loss of exclusivity in EU
Oncology	• DARZALEX increase driven by share gains in all regions and continued market growth • Continued share gains and market growth in mCSPC, and increased penetration from new launches for ERLEADA • CARVYKTI increase driven by continued market share gains from ongoing launch • Growth partially offset by ZYTIGA loss of exclusivity and IMBRUVICA decline due to global competitive pressure. Imbruvica maintains its market leadership position
Cardiovascular/ Metabolism/ Other (CVM/Other)	• XARELTO increase due to favorable patient mix and market growth, partially offset by share loss
Pulmonary Hypertension (PH)	• Increase driven by favorable patient mix, share gains, and market growth from UPTRAVI and OPSUMIT • Continued declines in Other Pulmonary Hypertension

Adjusted Operational Sales[2]: WW 3.9%, U.S. 9.2%, Int'l (2.2)%

Johnson & Johnson

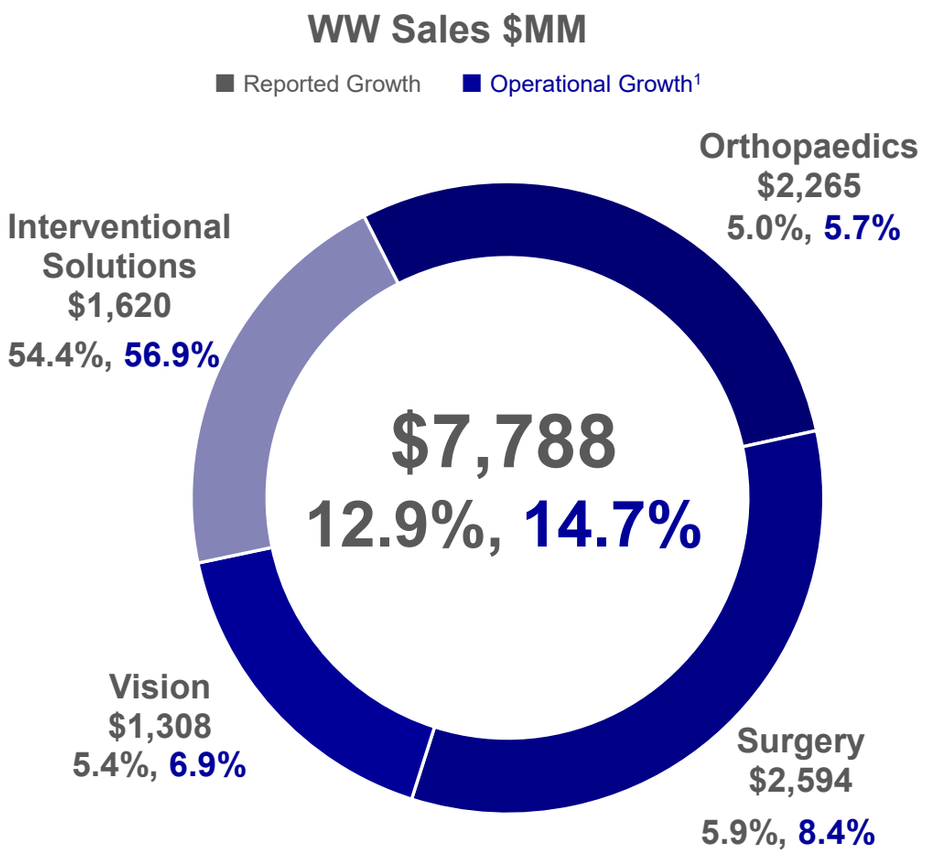
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's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

MedTech Highlights – 2nd Quarter 2023

Exceptional operational growth[1] fueled by innovation and strong commercial execution across all franchises

Reported: WW 12.9%, U.S. 14.6%, Int'l 11.3%

Operational[1]: WW 14.7%, U.S. 14.6%, Int'l 14.7%



Key Drivers of Operational Performance[1]

Interventional Solutions	• **Electrophysiology**: Double digit increase due to global procedure growth, new product performance (QDOT & OCTARAY) and commercial execution, partially offset by impacts from volume-based procurement in China (VBP impacts) • **Abiomed**: Acquired December 22, 2022; strength from all commercialized regions and continued adoption of Impella 5.5 and Impella RP
Orthopaedics	• **Hips:** Reflects global procedure growth and continued strength of the portfolio (primarily in the Anterior approach), partially offset by supply challenges • **Trauma:** Growth primarily driven by procedure recovery and adoption of recently launched products (Advanced Nailing Systems, Cannulated Compression Headless Screws, CrossRoads Extremity, and VA Clavicle) partially offset by VBP impacts • **Knees:** Reflects global procedure recovery, benefits from launches in the ATTUNE portfolio (Cementless & Medial Stabilized), and pull through related to the VELYS Robotic assisted solution, partially offset by supply constraints • **Spine, Sports & Other:** Primarily driven by procedure growth, positive uptake of new products (INHANCE & SYMPHONY), and growth in VELYS digital solutions, partially offset by VBP impacts and continued competitive pressures in Spine • **Spine:** ~ +2% WW, ~ -1% U.S., ~ +5% OUS

Surgery	• **Advanced:**
	  • **Endocutters:** ~ +5% Growth primarily due to procedure recovery outside of the U.S. and uptake of recently launched products (ECHELON 3000, GST reloads, and ECHELON+), partially offset by VBP impacts, competitive pressures predominately in the U.S., and supply challenges
	  • **Biosurgery:** ~ +18% Increase driven by global procedure growth and strength of the portfolio (SURGIFLO, SURGICEL Powder, and VISTASEAL)
	  • **Energy:** ~ +3% Driven by procedure recovery outside of the U.S. and strength of new products (HD1000i), partially offset by VBP impacts and supply challenges
	• **General:** Growth primarily due to procedure recovery outside of the U.S. coupled with technology penetration and benefits from our differentiated Wound Closure portfolio (Barbed & PLUS Sutures)

Vision	• **Contact Lenses/Other:** Growth driven by continued strong performance of the ACUVUE OASYS 1-Day family (including recent launches of OASYS MAX 1-day and OASYS Multifocal), and commercial execution, partially offset by impacts from strategic portfolio decisions and supply challenges • **Surgical:** Reflects cataract procedure growth and continued strength of recent innovation (TECNIS EYHANCE), partially offset by softer Refractive and premium IOL markets

Adjusted Operational Sales[2]: WW 9.9%, U.S. 6.5%, Int'l 13.0%

Johnson & Johnson

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

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

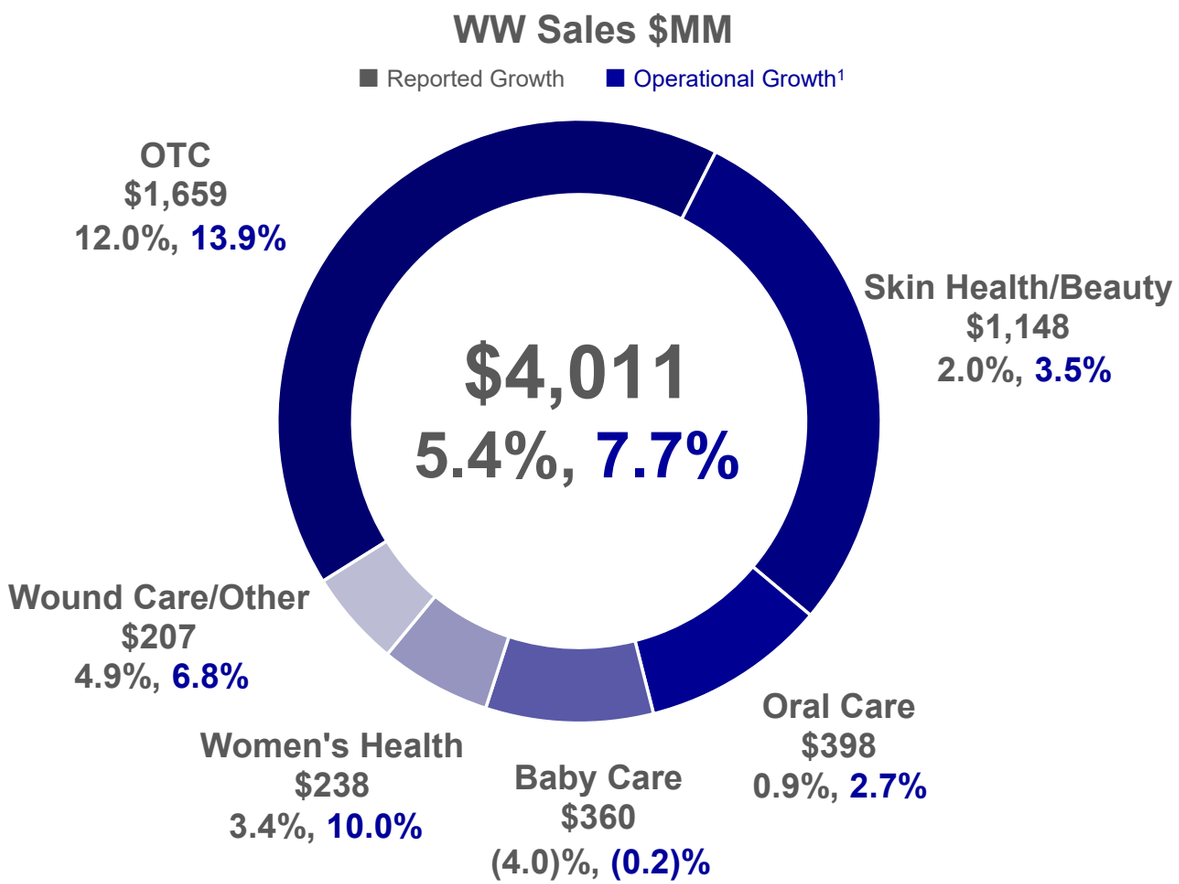
Note: Values may not add due to rounding

Consumer Health Highlights – 2nd Quarter 2023

Operational growth[1] primarily driven by OTC

Reported: WW 5.4%, U.S. 6.0%, Int'l 5.0%

Operational[1]: WW 7.7%, U.S. 6.0%, Int'l 9.0%



Key Drivers of Operational Performance[1]	
OTC	• Growth driven by price actions, and strong TYLENOL and MOTRIN performance due to increased global Cough/Cold/Flu incidences
Skin Health/ Beauty	• Growth driven by price actions and strength in NEUTROGENA particularly in Sun, driven by innovation and supply repositioning
Oral Care	• Growth driven by price actions, partially offset by category deceleration in Asia and suspension of personal care sales in Russia
Baby Care	• Decline driven by competitive pressures in Asia, and suspension of personal care sales in Russia
Women's Health	• Growth driven by price actions and continued strong growth in India, partially offset by suspension of personal care sales in Russia
Wound Care/Other	• Growth driven by price actions and innovation

Adjusted Operational Sales[2]: WW 7.7%, U.S. 6.0%, Int'l 9.0%

Johnson & Johnson

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

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

Note: Values may not add due to rounding

Johnson's Neutrogena DR.CI:LABO Aveeno Stayfree LISTERINE BAND-AID ZYRTEC ZARBEE'S TYLENOL Motrin IB OGX

Condensed Consolidated Statement of Earnings

2nd Quarter 2023

(Unaudited; Dollar and Shares in Millions Except Per Share Figures)	2023		2022		% Increase (Decrease)
	Amount	% to Sales	Amount	% to Sales	
Sales to customers	$25,530	100.0	$24,020	100.0	6.3
Cost of products sold	8,212	32.2	7,919	33.0	3.7
Gross Profit	**17,318**	**67.8**	**16,101**	**67.0**	**7.6**
Selling, marketing and administrative expenses	6,665	26.1	6,226	25.9	7.1
Research and development expense	3,829	15.0	3,703	15.4	3.4
Interest (income) expense, net	(23)	(0.1)	(26)	(0.1)	
Other (income) expense, net*	(60)	(0.2)	273	1.1	
Restructuring	145	0.5	85	0.4	
Earnings before provision for taxes on income	6,762	26.5	5,840	24.3	15.8
Provision for taxes on income	1,618	6.4	1,026	4.3	57.7
Net Earnings	**$5,144**	**20.1**	**$4,814**	**20.0**	**6.9**
Net earnings per share (Diluted)	**$1.96**		**$1.80**		**8.9**
Average shares outstanding (Diluted)	**2,625.7**		**2,667.9**		
Effective tax rate	**23.9%**		**17.6%**		
Adjusted earnings before provision for taxes and net earnings[1]					
Earnings before provision for taxes on income	**$8,824**	**34.6**	**$8,171**	**34.0**	**8.0**
Net earnings	**$7,358**	**28.8**	**$6,912**	**28.8**	**6.5**
Net earnings per share (Diluted)	**$2.80**		**$2.59**		**8.1**
Effective tax rate	**16.6%**		**15.4%**		

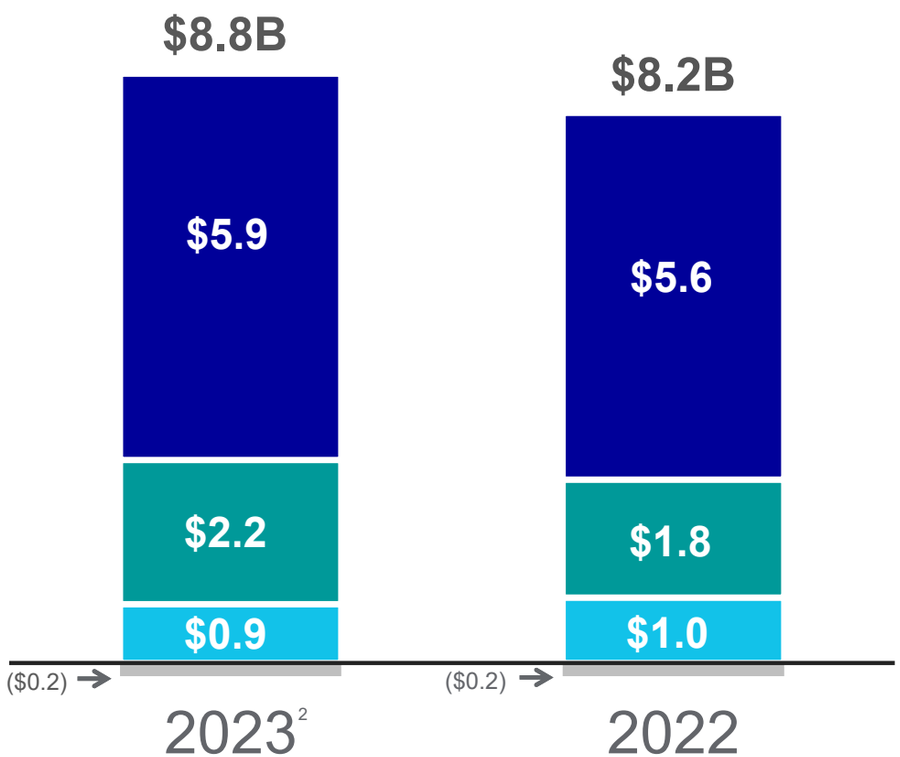
Johnson & Johnson

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

* Fiscal second quarter Other (income) expense, net includes $37 million related to the Company's 10.4% non-controlling interest in Kenvue, Inc. from the time of the initial public offering on May 8, 2023 through the end of the fiscal second quarter.

Adjusted Income Before Tax by Segment[1]

2nd Quarter 2023



	% to Sales	
	Q2 2023	Q2 2022
Pharmaceutical	42.7%	42.0%
MedTech	28.6%	26.5%
Consumer Health	23.5%	25.9%
Total	**34.6%**	**34.0%**

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

Johnson & Johnson

[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 7/20/2023

Joseph J. Wolk

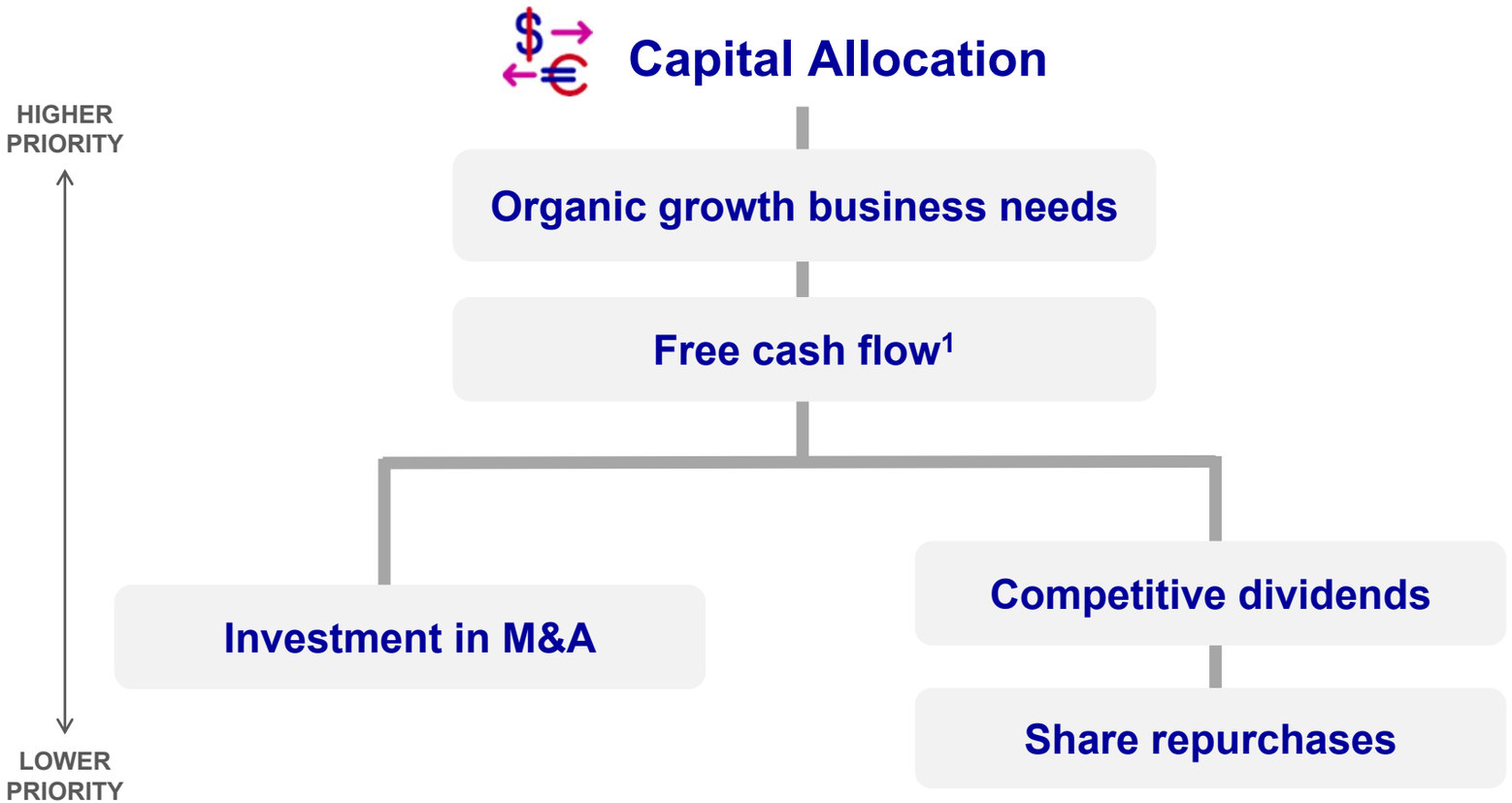
Executive Vice President,
Chief Financial Officer

Johnson & Johnson

Johnson & Johnson

kenvue

Capital Allocation Strategy



Priorities are clear and remain unchanged

Dollars in Billions	Q2 2023
Cash and Marketable Securities	$29
Debt	($46)
Net Debt*	($17)
Free Cash Flow[1,2]	~$5.4

Note: values may have been rounded

Q2 2023:

$3.8B invested in R&D
$7.4B year-to-date

$3.1B in dividends paid to shareholders;
$6.0B year-to-date

$2.5B in share repurchases year-to-date;
100% of the program completed[3]

Note: values may have been rounded

* Includes approximately $7B of Kenvue Net Debt
[1] Non-GAAP measure; cash flow from operations less CAPEX
[2] Estimated as of July 20, 2023. Cash flow from operations, the most directly comparable GAAP financial measure, will be included in subsequent SEC filings
[3] Announced $5B share repurchase program on September 14, 2022

2023 Guidance Summary

Improved performance outlook driving higher adjusted operational earnings per share[1] guidance

January Adjusted Operational EPS[1]	**$10.50**
Improved Performance Outlook	0.05
April Adjusted Operational EPS[1]	**$10.55**
Collaboration and License Agreement with Cellular Biomedicine Group	(0.10)
Kenvue Non-Controlling Interest	(0.08)
Improved Performance Outlook	0.28
***New* July Adjusted Operational EPS[1]**	**$10.65**

Johnson & Johnson

[1] Non-GAAP measure; excludes the impact of translational currency; excludes intangible amortization expense and special items

Note: Adjusted Operational EPS figures reflect midpoint of issued guidance

2023 P&L Guidance

Raising top- and bottom-line guidance due to strong Q2 performance

	July	April	Comments
Adjusted Operational Sales[1,2,6]	6.0% - 7.0%	4.5% - 5.5%	Increasing midpoint to 6.5%
Operational Sales[2,6]	$99.3B - $100.3B 7.0% - 8.0%	$97.9B - $98.9B 5.5% - 6.5%	Increasing midpoint by $1.4B to 7.5%
Estimated Reported Sales [3,6]	$98.8B - $99.8B 6.5% - 7.5%	$97.9B - $98.9B 5.5% - 6.5%	Increasing midpoint by $0.9B to 7.0% Incremental FX ($0.5B)
Adjusted Pre-Tax Operating Margin[4,5]	Slight Improvement	Approximately flat	Increasing primarily due to expense management
Net Other Income[4]	$1.6 - $1.8 billion[7]	$1.9 - $2.1 billion	Reducing to account for non-controlling interest in Kenvue Inc.
Net Interest Expense / (Income)	$150 - $250 million	$250 - $350 million	Reducing due to interest income on net proceeds from Kenvue separation
Effective Tax Rate[4]	15.5% - 16.5%	15.5% - 16.5%	Maintaining
Adjusted EPS (Operational)[2,4]	$10.60 - $10.70 4.5% - 5.5%	$10.50 - $10.60 3.5% - 4.5%	Maintain range; Increasing midpoint by $0.10
Adjusted EPS (Reported)[3,4]	$10.70 - $10.80 5.5% - 6.5%	$10.60 - $10.70 4.5% - 5.5%	Maintain range; Increasing midpoint by $0.10

Johnson & Johnson

[1] Non-GAAP measure; excludes acquisitions and divestitures
[2] Non-GAAP measure; excludes the impact of translational currency
[3] Euro Average Rate: July 2023 = $1.09; Euro Spot Rate: July 2023 = $1.10
[4] Non-GAAP measure; excludes intangible amortization expense and special items
[5] Sales less: COGS, SM&A and R&D expenses
[6] Excludes COVID-19 Vaccine
[7] Includes $200MM of non-controlling interest
Note: Percentages may be rounded

2023 Phasing Considerations

	July	April
Adjusted Operational Sales[1,2,4]	6.0% - 7.0%	4.5% - 5.5%
Operational Sales[2,4]	$99.3B - $100.3B 7.0% - 8.0%	$97.9B - $98.9B 5.5% - 6.5%
Estimated Reported Sales[3,4]	$98.8B - $99.8B 6.5% - 7.5%	$97.9B - $98.9B 5.5% - 6.5%

MedTech

- Anticipate normal seasonality and stable procedure volumes and staffing levels for the balance of the year
- Expect continued competitive performance, continued uptake of recently launched products, and improving supply
- Potential for accelerated back half headwinds from volume-based procurement and international sanctions

Pharmaceutical

- Continue to anticipate another year of above-market adjusted operational sales growth
- Expect slightly higher operational sales growth in the second half of the year compared to the first half
- Anticipate continued uptake of newly launched products

Consumer Health

- Lapping prior year price increases in the back half of the year

Johnson & Johnson

[1] Non-GAAP measure; excludes acquisitions and divestitures
[2] Non-GAAP measure; excludes the impact of translational currency
[3] Euro Average Rate: July 2023 = $1.09; Euro Spot Rate: July 2023 = $1.10
[4] Excludes COVID-19 Vaccine
Note: Percentages may be rounded

Driving Meaningful Value Creation

Pharmaceutical

Growth of existing assets

Upcoming pipeline advancements

Regulatory and clinical milestones

Continued uptake of newly launched products

MedTech

Commercial execution

Upcoming pipeline advancements

Exposure to higher growth markets

Driving continued adoption of recently launched products

Additional Q2 2023 Highlights

U.S. Patent Expiry Tables

Information about our pharmaceutical patent portfolio

Reminder:
Save the Date

Introducing Our
First Ever…

Enterprise Business Review

Focused on the New Johnson & Johnson

Tuesday, December 5, 2023
New York Stock Exchange

Johnson & Johnson

Erik Haas

Worldwide Vice President,
Litigation

Johnson & Johnson

Q&A

Joaquin Duato
Chairman of the Board and
Chief Executive Officer

Joseph J. Wolk
Executive Vice President,
Chief Financial Officer

Erik Haas
Worldwide Vice President,
Litigation

Jessica Moore
Vice President,
Investor Relations


Johnson & Johnson

Pharmaceutical Pipeline – Key Events in 2023*

POTENTIAL APPROVALS US/EU

- US **AKEEGA (niraparib/abiraterone)**
- ✓ EU L1 Prostate cancer metastatic castration-resistant

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

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

- US **aprocitentan**
- Difficult to treat hypertension

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

PLANNED SUBMISSIONS US/EU

- ✓ US **AKEEGA**
- L1 Prostate cancer metastatic castration-resistant

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

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

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

- **aprocitentan**
- ✓ EU Difficult to treat hypertension

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

- **OPSUMIT (macitentan)**
- EU Pediatric pulmonary arterial hypertension

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

- US **RYBREVANT (amivantamab)**
- EU Frontline Non Small Cell Lung Cancer in combination with chemotherapy (PAPILLON)

POTENTIAL CLINICAL DATA

Phase III

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

- ✓ **BALVERSA (erdafitinib)**
- Urothelial cancer (THOR)

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

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

- **OPSUMIT (macitentan)**
- Pediatric pulmonary arterial hypertension (TOMORROW)

- **UPTRAVI (selexipag)**
- Pediatric pulmonary arterial hypertension (SALTO)

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

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

- **TREMFYA (guselkumab)**
- Crohn's Disease

- ✓ **TREMFYA (guselkumab)**
- Ulcerative Colitis Monotherapy

Phase II

- ✓ **JNJ-2113**
- Psoriasis

- **BALVERSA (erdafitinib)**
- Tumor Agnostic (RAGNAR)

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

- **RYBREVANT (amivantamab)**
- Solid Tumors (GIC2001)

- **nipocalimab**
- Rheumatoid Arthritis

- ✓ **nipocalimab**
- Hemolytic disease of the fetus and newborn

✓ = Achieved

*This information is as of July 20, 2023 to the best of the Company's knowledge. Johnson & Johnson assumes no obligation to update this information.