



Third Quarter 2022
Other Financial Disclosures
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Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2022	2021	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer Health ⁽¹⁾					
U.S.	\$ 1,659	1,625	2.1 %	2.1	-
International	2,136	2,187	(2.3)	6.7	(9.0)
	3,795	3,812	(0.4)	4.7	(5.1)
Pharmaceutical ⁽¹⁾					
U.S.	7,438	7,221	3.0	3.0	-
International	5,776	5,661	2.0	16.7	(14.7)
	13,214	12,882	2.6	9.0	(6.4)
Pharmaceutical excluding COVID-19 Vaccine ^(1,3)					
U.S.	7,438	6,951	7.0	7.0	-
International	5,287	5,429	(2.6)	11.3	(13.9)
	12,725	12,380	2.8	8.9	(6.1)
MedTech ⁽²⁾					
U.S.	3,356	3,117	7.7	7.7	-
International	3,426	3,527	(2.9)	8.5	(11.4)
	6,782	6,644	2.1	8.1	(6.0)
U.S.	12,453	11,963	4.1	4.1	-
International	11,338	11,375	(0.3)	12.3	(12.6)
Worldwide	23,791	23,338	1.9	8.1	(6.2)
U.S.	12,453	11,693	6.5	6.5	-
International	10,849	11,143	(2.6)	9.5	(12.1)
Worldwide excluding COVID-19 Vaccine ⁽³⁾	\$ 23,302	22,836	2.0 %	8.0	(6.0)

	NINE MONTHS				
	2022	2021	Total	Percent Change	
				Operations	Currency
	\$ 4,903	4,987	(1.7) %	(1.7)	-
	6,283	6,320	(0.6)	6.0	(6.6)
	11,186	11,307	(1.1)	2.6	(3.7)
	21,229	20,536	3.4	3.4	-
	18,171	16,927	7.3	18.5	(11.2)
	39,400	37,463	5.2	10.2	(5.0)
	21,109	20,115	4.9	4.9	-
	16,801	16,582	1.3	11.7	(10.4)
	37,910	36,697	3.3	8.0	(4.7)
	9,932	9,470	4.9	4.9	-
	10,719	10,731	(0.1)	8.2	(8.3)
	20,651	20,201	2.2	6.6	(4.4)
	36,064	34,993	3.1	3.1	-
	35,173	33,978	3.5	12.9	(9.4)
	71,237	68,971	3.3	7.9	(4.6)
	35,944	34,572	4.0	4.0	-
	33,803	33,633	0.5	9.5	(9.0)
	\$ 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.

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

⁽²⁾ Previously referred to as Medical Devices

⁽³⁾ Refer to supplemental sales reconciliation

Johnson & Johnson and Subsidiaries**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

THIRD QUARTER

	2022	2021	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 12,453	11,963	4.1 %	4.1	-
Europe	5,524	5,587	(1.1)	14.5	(15.6)
Western Hemisphere excluding U.S.	1,562	1,500	4.1	9.1	(5.0)
Asia-Pacific, Africa	4,252	4,288	(0.9)	10.5	(11.4)
International	11,338	11,375	(0.3)	12.3	(12.6)
Worldwide	\$ 23,791	23,338	1.9 %	8.1	(6.2)

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

NINE MONTHS

	2022	2021	Percent Change		
			Total	Operations	Currency
	\$ 36,064	34,993	3.1 %	3.1	-
	17,633	16,669	5.8	18.2	(12.4)
	4,580	4,291	6.7	9.6	(2.9)
	12,960	13,018	(0.4)	7.2	(7.6)
	35,173	33,978	3.5	12.9	(9.4)
	\$ 71,237	68,971	3.3 %	7.9	(4.6)



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER		% Change		
	2022	2021	Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT ^(2,3)					
<u>OTC</u>					
US	\$ 695	686	1.4%	1.4%	-
Intl	825	798	3.4%	12.2%	-8.8%
WW	1,519	1,484	2.5%	7.2%	-4.7%
<u>SKIN HEALTH / BEAUTY</u>					
US	591	569	3.7%	3.7%	-
Intl	535	555	-3.6%	6.2%	-9.8%
WW	1,126	1,124	0.1%	5.0%	-4.9%
<u>ORAL CARE</u>					
US	158	150	5.2%	5.2%	-
Intl	217	248	-12.4%	-4.3%	-8.1%
WW	375	398	-5.8%	-0.7%	-5.1%
<u>BABY CARE</u>					
US	91	95	-4.0%	-4.0%	-
Intl	283	296	-4.5%	3.4%	-7.9%
WW	375	391	-4.3%	1.6%	-5.9%
<u>WOMEN'S HEALTH</u>					
US	2	3	-22.0%	-22.0%	-
Intl	222	229	-2.7%	8.4%	-11.1%
WW	225	232	-3.0%	7.9%	-10.9%
<u>WOUND CARE / OTHER</u>					
US	122	122	-0.2%	-0.2%	-
Intl	53	61	-11.4%	-7.1%	-4.3%
WW	176	182	-3.9%	-2.5%	-1.4%
<u>TOTAL CONSUMER HEALTH</u>					
US	1,659	1,625	2.1%	2.1%	-
Intl	2,136	2,187	-2.3%	6.7%	-9.0%
WW	\$ 3,795	3,812	-0.4%	4.7%	-5.1%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	NINE MONTHS		% Change		
	2022	2021	Reported	Operational ⁽¹⁾	Currency
<u>OTC</u>					
US	\$ 2,028	1,960	3.5%	3.5%	-
Intl	2,434	2,223	9.5%	16.3%	-6.8%
WW	4,462	4,183	6.7%	10.3%	-3.6%
<u>SKIN HEALTH / BEAUTY</u>					
US	1,764	1,862	-5.3%	-5.3%	-
Intl	1,500	1,595	-6.0%	1.5%	-7.5%
WW	3,264	3,457	-5.6%	-2.2%	-3.4%
<u>ORAL CARE</u>					
US	471	478	-1.5%	-1.5%	-
Intl	664	762	-12.8%	-7.2%	-5.6%
WW	1,135	1,240	-8.5%	-5.0%	-3.5%
<u>BABY CARE</u>					
US	264	288	-8.2%	-8.2%	-
Intl	840	879	-4.4%	0.8%	-5.2%
WW	1,105	1,167	-5.4%	-1.5%	-3.9%
<u>WOMEN'S HEALTH</u>					
US	9	9	-2.8%	-2.8%	-
Intl	674	675	-0.1%	8.0%	-8.1%
WW	684	684	-0.1%	7.8%	-7.9%
<u>WOUND CARE / OTHER</u>					
US	366	390	-6.0%	-6.0%	-
Intl	170	186	-8.2%	-5.4%	-2.8%
WW	537	575	-6.7%	-5.8%	-0.9%
<u>TOTAL CONSUMER HEALTH</u>					
US	4,903	4,987	-1.7%	-1.7%	-
Intl	6,283	6,320	-0.6%	6.0%	-6.6%
WW	\$ 11,186	11,307	-1.1%	2.6%	-3.7%

See footnotes at end of schedule

PHARMACEUTICAL SEGMENT ^(2,3)	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER			% Change		NINE MONTHS			% Change	
	2022	2021	Reported	Operational ⁽¹⁾	Currency	2022	2021	Reported	Operational ⁽¹⁾	Currency
IMMUNOLOGY										
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%
TREMFYA										
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)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	2022	2021	% Change			2022	2021	% Change		
		Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE										
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%
<u>CONCERTA / Methylophenidate</u>										
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%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>										
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%
<u>RISPERDAL CONSTA</u>										
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%
<u>OTHER NEUROSCIENCE</u>										
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%
ONCOLOGY										
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%
<u>DARZALEX</u>										
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%
<u>ERLEADA</u>										
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%
<u>IMBRUVICA</u>										
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%
<u>ZYTIGA / abiraterone acetate</u>										
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%
<u>OTHER ONCOLOGY</u>										
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				
	2022	2021	% Change			2022	2021	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
<u>PULMONARY HYPERTENSION</u>										
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%
<u>OPSUMIT</u>										
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%
<u>UPTRAVI</u>										
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%
<u>OTHER PULMONARY HYPERTENSION</u>										
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%
<u>CARDIOVASCULAR / METABOLISM / OTHER</u>										
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%
<u>XARELTO</u>										
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%	-
<u>INVOKANA / INVOKAMET</u>										
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%
<u>OTHER</u>										
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%
<u>TOTAL PHARMACEUTICAL</u>										
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

MEDTECH SEGMENT ^(2,3,5)

INTERVENTIONAL SOLUTIONS

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	\$ 547	444	23.2%	23.2%	-	-	
Intl	513	513	0.0%	13.0%	-13.0%	-13.0%	
WW	1,060	957	10.8%	17.7%	-6.9%	-6.9%	

ORTHOPAEDICS

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	1,309	1,249	4.8%	4.8%	-	-	
Intl	785	843	-6.9%	4.6%	-11.5%	-11.5%	
WW	2,095	2,093	0.1%	4.7%	-4.6%	-4.6%	

HIPS

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	228	209	9.1%	9.1%	-	-	
Intl	124	146	-15.1%	-4.5%	-10.6%	-10.6%	
WW	352	355	-0.9%	3.5%	-4.4%	-4.4%	

KNEES

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	203	184	9.8%	9.8%	-	-	
Intl	115	131	-12.8%	-2.1%	-10.7%	-10.7%	
WW	317	316	0.4%	4.9%	-4.5%	-4.5%	

TRAUMA

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	473	455	3.8%	3.8%	-	-	
Intl	244	260	-6.0%	6.5%	-12.5%	-12.5%	
WW	717	715	0.2%	4.8%	-4.6%	-4.6%	

SPINE, SPORTS & OTHER

	2022		2021		% Change		Currency
	2022	2021	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	
US	406	401	1.3%	1.3%	-	-	
Intl	303	306	-1.1%	10.2%	-11.3%	-11.3%	
WW	708	706	0.3%	5.2%	-4.9%	-4.9%	

REPORTED SALES vs. PRIOR PERIOD (\$MM)

THIRD QUARTER

REPORTED SALES vs. PRIOR PERIOD (\$MM)

NINE MONTHS

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	2022	2021	Reported	% Change Operational ⁽¹⁾	Currency	2022	2021	Reported	% Change Operational ⁽¹⁾	Currency
SURGERY										
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%
ADVANCED										
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%
GENERAL										
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%
VISION										
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%
CONTACT LENSES / OTHER										
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%
SURGICAL										
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%
TOTAL MEDTECH										
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					
			Percent Change						Percent Change			
	2022	2021	Total	Operations	Currency			Total	Operations	Currency		
Pharmaceutical												
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)		
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	*	*	*		
Pharmaceutical excluding COVID-19 Vaccine												
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)		
Worldwide												
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

Condensed Consolidated Statement of Earnings

	THIRD QUARTER				
	2022		2021		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 23,791	100.0	\$ 23,338	100.0	1.9
Cost of products sold	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 ⁽¹⁾					
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 %		

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

	NINE MONTHS				
	2022		2021		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
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 ⁽¹⁾					
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 %		

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

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
WW As Reported	(0.4)%	2.6%	2.1%	1.9%
U.S.	2.1%	3.0%	7.7%	4.1%
International	(2.3)%	2.0%	(2.9)%	(0.3)%
WW Currency	(5.1)	(6.4)	(6.0)	(6.2)
U.S.	-	-	-	-
International	(9.0)	(14.7)	(11.4)	(12.6)
WW Operational	4.7%	9.0%	8.1%	8.1%
U.S.	2.1%	3.0%	7.7%	4.1%
International	6.7%	16.7%	8.5%	12.3%
All Other Acquisitions and Divestitures	0.1	0.2	0.0	0.1
U.S.	0.2	0.2	(0.2)	0.1
International	0.0	0.1	0.2	0.1
WW Adjusted Operational	4.8%	9.2%	8.1%	8.2%
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
WW As Reported	(1.1)%	5.2%	2.2%	3.3%
U.S.	(1.7)%	3.4%	4.9%	3.1%
International	(0.6)%	7.3%	(0.1)%	3.5%
WW Currency	(3.7)	(5.0)	(4.4)	(4.6)
U.S.	-	-	-	-
International	(6.6)	(11.2)	(8.3)	(9.4)
WW Operational	2.6%	10.2%	6.6%	7.9%
U.S.	(1.7)%	3.4%	4.9%	3.1%
International	6.0%	18.5%	8.2%	12.9%
All Other Acquisitions and Divestitures	0.5	0.1	0.1	0.2
U.S.	0.2	0.1	(0.2)	0.1
International	0.7	0.1	0.2	0.2
WW Adjusted Operational	3.1%	10.3%	6.7%	8.1%
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.

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 ¹	-	20	-	(504)
(Gains)/losses on securities	164	(127)	684	(335)
Medical Device Regulation ²	78	59	208	161
COVID-19 Vaccine related costs ³	377	-	653	-
Consumer Health separation costs	249	-	619	-
Other	-	-	(7)	-
Tax Adjustments				
Tax impact on special item adjustments ⁴	(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:

¹ 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.

² 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.

³ 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.

⁴ 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 Measures

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

	Consumer Health ¹		Pharmaceutical ¹		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
% to Sales	21.3%	-15.1%	32.2%	32.6%	16.6%	6.4%	-0.5%	-0.8%	-1.0%	0.0%	24.5%	16.5%
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	\$ <u>923</u>	<u>922</u>	<u>5,531</u>	<u>5,640</u>	<u>1,730</u>	<u>1,693</u>	<u>(111)</u>	<u>(197)</u>	<u>-</u>	<u>-</u>	<u>8,073</u>	<u>8,058</u>
% to Sales	24.3%	24.2%	41.9%	43.8%	25.5%	25.5%	-0.5%	-0.8%	0.0%	0.0%	33.9%	34.5%

¹ 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

	Consumer Health ¹		Pharmaceutical ¹		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	\$ 2,279	1,131	12,593	13,663	3,742	3,798	(471)	(652)	(619)	-	17,524	17,940
% to Sales	20.4%	10.0%	32.0%	36.5%	18.1%	18.8%	-0.7%	-0.9%	-0.9%	0.0%	24.6%	26.0%
Intangible asset amortization expense	277	314	2,194	2,497	773	765	-	-	-	-	3,244	3,576
In-process research and development	-	-	610	-	-	900	-	-	-	-	610	900
Litigation related	78	1,481	43	675	483	(102)	-	-	-	-	604	2,054
Loss/(gain) on securities	-	(19)	673	(249)	11	(67)	-	-	-	-	684	(335)
Restructuring related	70	91	32	54	221	188	-	-	-	-	323	333
Acquisition, integration and divestiture related	-	-	-	(567)	-	63	-	-	-	-	-	(504)
Medical Device Regulation	-	-	-	-	208	161	-	-	-	-	208	161
COVID-19 Vaccine related costs	-	-	653	-	-	-	-	-	-	-	653	-
Consumer Health separation costs	-	-	-	-	-	-	-	-	619	-	619	-
Other	-	-	-	-	-	-	(7)	-	-	-	(7)	-
Adjusted Income Before Tax by Segment	\$ <u>2,704</u>	<u>2,998</u>	<u>16,798</u>	<u>16,073</u>	<u>5,438</u>	<u>5,706</u>	<u>(478)</u>	<u>(652)</u>	<u>-</u>	<u>-</u>	<u>24,462</u>	<u>24,125</u>
% to Sales	24.2%	26.5%	42.6%	42.9%	26.3%	28.2%	-0.7%	-0.9%	0.0%	0.0%	34.3%	35.0%

¹ 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
GAAP to Non-GAAP Reconciliation
\$ in Millions

Quarter to Date

	Third Quarter Oct 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Third Quarter Oct 2, 2022 Non-GAAP
Cost of products sold	\$ 7,807	(1,041)			(13)			(29)	(102)					6,622
Selling, marketing and admin expenses	6,089							(7)		(2)				6,080
Research and development expense	3,597							(42)	(80)					3,475
Other (Income) / Expense	493		(219)		(28)		(164)		(195)	(247)				(360)
In-process research and development	-													-
Restructuring	82				(82)									-
Provision for taxes on income	1,364	164		(7)		23		15	96		45	(361)	(88)	1,294
Net Earnings	4,458	877	226		100		121	63	281	204	361	88		6,779

	Third Quarter Oct 3, 2021 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Third Quarter Oct 3, 2021 Non-GAAP
Cost of products sold	\$ 7,250	(1,133)			(18)			(22)						6,077
Selling, marketing and admin expenses	6,000							(6)						5,994
Research and development expense	3,422							(31)						3,391
Other (Income) / Expense	1,850	(26)	(2,077)		(43)		127							(189)
In-process research and development	900			(900)										-
Restructuring	60				(60)									-
Provision for taxes on income	182	165	433	202	22		(6)	11				59		1,090
Net Earnings	3,667	994	1,644	698	99	26	(149)	48				(59)		6,968

Year to Date

	Nine Months Oct 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Nine Months Oct 2, 2022 Non-GAAP
Cost of products sold	\$ 23,324	(3,232)			(46)			(76)	(296)					19,674
Selling, marketing and admin expenses	18,253							(19)		(2)				18,232
Research and development expense	10,762							(113)	(190)					10,459
Other (Income) / Expense	664	(12)	(604)		(40)		(684)		(167)	(617)			7	(1,453)
In-process research and development	610			(610)										-
Restructuring	237				(237)									-
Provision for taxes on income	3,103	502	(89)	138	60		164	39	161	112	(459)	(87)	(2)	3,642
Net Earnings	14,421	2,742	693	472	263		520	169	492	507	459	87	(5)	20,820

	Nine Months Oct 3, 2021 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related (1)	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Nine Months Oct 3, 2021 Non-GAAP
Cost of products sold	\$ 21,900	(3,550)			(65)			(59)						18,226
Selling, marketing and admin expenses	17,505							(17)						17,488
Research and development expense	9,994							(85)						9,909
Other (Income) / Expense	480	(26)	(2,054)		(99)	504	335							(860)
In-process research and development	900			(900)										-
Restructuring	169				(169)									-
Provision for taxes on income	1,798	505	432	202	59	(104)	(27)	30				713		3,608
Net Earnings	16,142	3,071	1,622	698	274	(400)	(308)	131				(713)		20,517

(1) 2021 primarily includes gains on the divestitures of two Pharmaceutical brands outside of the United States.