

Johnson & Johnson Reports Q2 2023 Results

- 2023 Second-Quarter reported sales growth of 6.3% to \$25.5 Billion with operational growth of 7.5%* and adjusted operational growth of 6.2%*. Operational growth excluding COVID-19 Vaccine of 8.9%*
- Earnings per share (EPS) of \$1.96 increasing 8.9% and adjusted EPS of \$2.80 increasing by 8.1%*
- Company is increasing 2023 full-year guidance midpoints for adjusted operational sales excluding COVID-19 Vaccine and adjusted operational EPS
- Johnson & Johnson intends to "split off" Kenvue shares through an exchange offer as the form of its next step in the separation, subject to market conditions

New Brunswick, N.J. (July 20, 2023) – Johnson & Johnson (NYSE: JNJ) today announced results for second-quarter 2023. “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,” said Joaquin Duato, Chairman of the Board and Chief Executive Officer. “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.”

OVERALL FINANCIAL RESULTS

(\$ in Millions, except EPS)	Q2		
	2023	2022	% Change
Reported Sales	\$25,530	\$24,020	6.3%
Net Earnings/(Loss)	\$5,144	\$4,814	6.9%
EPS (diluted)	\$1.96	\$1.80	8.9%

Non-GAAP* (\$ in Millions, except EPS)	Q2		
	2023	2022	% Change
Operational Sales ^{1,2}			7.5%
Adjusted Operational Sales ^{1,3}			6.2%
Adjusted Net Earnings ^{1,4}	\$7,358	\$6,912	6.5%
Adjusted EPS (diluted) ^{1,4}	\$2.80	\$2.59	8.1%

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

² Excludes the impact of translational currency

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

⁴ Excludes intangible amortization expense and special items

Note: values may have been rounded

REGIONAL SALES RESULTS

Q2 (\$ in Millions)	2023	2022	% Change			Adjusted Operational ^{1,3}
			Reported	Operational ^{1,2}	Currency	
U.S.	\$13,444	\$12,197	10.2%	10.2	-	8.0
International	12,086	11,823	2.2	4.7	(2.5)	4.4
Worldwide	\$25,530	\$24,020	6.3%	7.5	(1.2)	6.2

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

² Excludes the impact of translational currency

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

Note: Values may have been rounded

SEGMENT SALES RESULTS

Q2 (\$ in Millions)	2023	2022	% Change			Adjusted Operational ^{1,3}
			Reported	Operational ^{1,2}	Currency	
Consumer Health	\$4,011	\$3,805	5.4%	7.7	(2.3)	7.7
Pharmaceutical	13,731	13,317	3.1	3.8	(0.7)	3.9
MedTech	7,788	6,898	12.9	14.7	(1.8)	9.9
Worldwide	\$25,530	\$24,020	6.3%	7.5	(1.2)	6.2

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

² Excludes the impact of translational currency

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

Note: Values may have been rounded

SECOND QUARTER 2023 SEGMENT COMMENTARY:

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

Pharmaceutical

Pharmaceutical worldwide adjusted operational sales grew 3.9%*. Excluding the COVID-19 Vaccine, adjusted operational sales grew 6.2%*. Growth was driven by DARZALEX (daratumumab), ERLEADA (apalutamide), and CARVYKTI (ciltacabtagene autoleucel) in Oncology, STELARA (ustekinumab) and TREMFYA (guselkumab) in Immunology, UPTRAVI (selexipag) and OPSUMIT (macitentan) in Pulmonary Hypertension, and SPRAVATO (esketamine) in Neuroscience. Growth was partially offset by ZYTIGA (abiraterone acetate) and IMBRUVICA (ibrutinib) in Oncology, COVID-19 Vaccine (Ad26.COVS.S) in Infectious Diseases, and REMICADE (infliximab) in Immunology.

MedTech

MedTech worldwide adjusted operational sales grew 9.9%*, driven primarily by electrophysiology products in Interventional Solutions, trauma in Orthopaedics, wound closure products in General Surgery, biosurgery in Advanced Surgery, and contact lenses in Vision. MedTech worldwide operational sales grew 14.7%*, with the acquisition of Abiomed contributing 4.8%.

Consumer Health

Consumer Health worldwide adjusted operational sales increased 7.7%* largely driven by over-the-counter (OTC) products. Major contributors to growth in OTC were TYLENOL and MOTRIN analgesics, upper respiratory products, international smoking cessation products, and IMODIUM in digestive health products. Additional contributors to growth were NEUTROGENA in Skin Health/Beauty products and Women's Health products outside the United States.

NOTABLE NEW ANNOUNCEMENTS IN THE QUARTER:

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

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	Press Release
	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	Press Release
	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)	Press Release
	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	Press Release
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	Press Release
	First Phase 3 TREMFYA (guselkumab) Data in Inflammatory Bowel Disease Show Positive Induction Results Among Patients with Moderately to Severely Active Ulcerative Colitis	Press Release
	New Data Published on Biosense Webster QDOT MICRO Catheter – the Latest Advancement in Focal RF Ablation for Treating AFib	Press Release
	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	Press Release
	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)	Press Release
	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 ¹	Press Release
	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 ¹	Press Release
Other	Johnson & Johnson Announces Launch of Kenvue Inc. IPO Roadshow	Press Release
	Janssen Enters Worldwide Collaboration and License Agreement with Cellular Biomedicine Group to Develop Next Generation CAR-T Therapies	Press Release

¹ Subsequent to the quarter

FULL-YEAR 2023 GUIDANCE:

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

<i>(\$ in Billions, except EPS)</i>	July 2023	April 2023
Adjusted Operational Sales ^{1,2,5} Change vs. Prior Year / Mid-point	6.0% – 7.0% / 6.5%	4.5% – 5.5% / 5.0%
Operational Sales ^{2,5} / Mid-point Change vs. Prior Year / Mid-point	\$99.3B – \$100.3B / \$99.8B 7.0% – 8.0% / 7.5%	\$97.9B – \$98.9B / \$98.4B 5.5% – 6.5% / 6.0%
Estimated Reported Sales ^{3,5} / Mid-point Change vs. Prior Year / Mid-point	\$98.8B – \$99.8B / \$99.3B 6.5% – 7.5% / 7.0%	\$97.9B – \$98.9B / \$98.4B 5.5% – 6.5% / 6.0%

Adjusted Operational EPS (Diluted) ^{2,4} / Mid-point Change vs. Prior Year / Mid-point	\$10.60 – \$10.70 / \$10.65 4.5% – 5.5% / 5.0%	\$10.50 – \$10.60 / \$10.55 3.5% – 4.5% / 4.0%
Adjusted EPS (Diluted) ^{3,4} / Mid-point Change vs. Prior Year / Mid-point	\$10.70 – \$10.80 / \$10.75 5.5% – 6.5% / 6.0%	\$10.60 – \$10.70 / \$10.65 4.5% – 5.5% / 5.0%

¹ [Non-GAAP financial measure](#); excludes the net impact of acquisitions and divestitures

² [Non-GAAP financial measure](#); excludes the impact of translational currency

³ Calculated using Euro Average Rate: July 2023 = \$1.09 and April 2023 = \$1.10 (Illustrative purposes only)

⁴ [Non-GAAP financial measure](#); excludes intangible amortization expense and special items

⁵ Excludes COVID-19 Vaccine

Note: percentages may have been rounded

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

WEBCAST INFORMATION:

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

ABOUT JOHNSON & JOHNSON:

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

NON-GAAP FINANCIAL MEASURES:

* "Operational sales growth" excluding the impact of translational currency, "adjusted operational sales growth" excluding the net impact of acquisitions and divestitures and translational currency, as well as "adjusted net earnings", "adjusted diluted earnings per share" and "adjusted operational diluted earnings per share" excluding after-tax intangible amortization expense and special items, are non-GAAP financial measures and should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. Except for guidance measures, reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the accompanying financial schedules of the earnings release and the Investors section of the company's website at [quarterly results](#).

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

NOTE TO INVESTORS CONCERNING FORWARD-LOOKING STATEMENTS:

This press release contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things: future operating and financial performance, product development, market position and business strategy, and the anticipated separation of the Company's Consumer Health business. The reader is cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Johnson & Johnson. Risks and uncertainties include, but are not limited to: economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products and patents attained by

competitors; challenges inherent in new product research and development, including uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; challenges to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans, 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 release speaks only as of the date of this release. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

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Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

SECOND QUARTER

	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer Health					
U.S.	\$ 1,787	1,687	6.0 %	6.0	-
International	2,224	2,118	5.0	9.0	(4.0)
	4,011	3,805	5.4	7.7	(2.3)
Pharmaceutical ⁽¹⁾					
U.S.	7,818	7,159	9.2	9.2	-
International	5,913	6,158	(4.0)	(2.5)	(1.5)
	13,731	13,317	3.1	3.8	(0.7)
Pharmaceutical excluding COVID-19 Vaccine ⁽¹⁾					
U.S.	7,818	7,114	9.9	9.9	-
International	5,628	5,659	(0.5)	1.5	(2.0)
	13,446	12,773	5.3	6.2	(0.9)
MedTech ⁽¹⁾					
U.S.	3,839	3,351	14.6	14.6	-
International	3,949	3,547	11.3	14.7	(3.4)
	7,788	6,898	12.9	14.7	(1.8)
U.S.	13,444	12,197	10.2	10.2	-
International	12,086	11,823	2.2	4.7	(2.5)
Worldwide	25,530	24,020	6.3	7.5	(1.2)
U.S.	13,444	12,152	10.6	10.6	-
International	11,801	11,324	4.2	7.0	(2.8)
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 25,245	23,476	7.5 %	8.9	(1.4)

SIX MONTHS

	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer Health					
U.S.	\$ 3,522	3,244	8.6 %	8.6	-
International	4,341	4,147	4.7	10.1	(5.4)
	7,863	7,391	6.4	9.5	(3.1)
Pharmaceutical ⁽¹⁾					
U.S.	14,841	13,791	7.6	7.6	-
International	12,303	12,395	(0.7)	3.1	(3.8)
	27,144	26,186	3.7	5.5	(1.8)
Pharmaceutical excluding COVID-19 Vaccine ⁽¹⁾					
U.S.	14,841	13,671	8.6	8.6	-
International	11,271	11,514	(2.1)	1.9	(4.0)
	26,112	25,185	3.7	5.5	(1.8)
MedTech ⁽¹⁾					
U.S.	7,598	6,576	15.5	15.5	-
International	7,671	7,293	5.2	10.3	(5.1)
	15,269	13,869	10.1	12.8	(2.7)
U.S.	25,961	23,611	10.0	10.0	-
International	24,315	23,835	2.0	6.5	(4.5)
Worldwide	50,276	47,446	6.0	8.2	(2.2)
U.S.	25,961	23,491	10.5	10.5	-
International	23,283	22,954	1.4	6.1	(4.7)
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 49,244	46,445	6.0 %	8.3	(2.3)

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

⁽¹⁾ Refer to supplemental sales reconciliation schedule

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

SECOND QUARTER

	2023	2022	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 13,444	12,197	10.2 %	10.2	-
Europe	5,894	6,085	(3.1)	(3.9)	0.8
Western Hemisphere excluding U.S.	1,713	1,536	11.5	17.7	(6.2)
Asia-Pacific, Africa	4,479	4,202	6.6	12.5	(5.9)
International	12,086	11,823	2.2	4.7	(2.5)
Worldwide	\$ 25,530	24,020	6.3 %	7.5	(1.2)

SIX MONTHS

	2023	2022	Percent Change		
			Total	Operations	Currency
	\$ 25,961	23,611	10.0 %	10.0	-
	12,226	12,109	1.0	3.0	(2.0)
	3,300	3,018	9.3	16.1	(6.8)
	8,789	8,708	0.9	8.2	(7.3)
	24,315	23,835	2.0	6.5	(4.5)
	\$ 50,276	47,446	6.0 %	8.2	(2.2)

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

SECOND QUARTER

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent 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 %		

* 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.

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

SIX MONTHS

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 50,276	100.0	\$ 47,446	100.0	6.0
Cost of products sold	16,607	33.0	15,517	32.7	7.0
Gross Profit	33,669	67.0	31,929	67.3	5.4
Selling, marketing and administrative expenses	12,803	25.5	12,164	25.6	5.3
Research and development expense	7,392	14.7	7,165	15.1	3.2
In-process research and development	49	0.1	610	1.3	
Interest (income) expense, net	(43)	(0.1)	(38)	(0.1)	
Other (income) expense, net*	7,168	14.3	171	0.4	
Restructuring	275	0.5	155	0.3	
Earnings before provision for taxes on income	6,025	12.0	11,702	24.7	(48.5)
Provision for taxes on income	949	1.9	1,739	3.7	(45.4)
Net earnings	\$ 5,076	10.1	\$ 9,963	21.0	(49.1)
Net earnings per share (Diluted)	\$ 1.93		\$ 3.73		(48.3)
Average shares outstanding (Diluted)	2,630.7		2,669.2		
Effective tax rate	15.8 %		14.9 %		

Adjusted earnings before provision for taxes and net earnings ⁽¹⁾

Earnings before provision for taxes on income	\$ 17,292	34.4	\$ 16,389	34.5	5.5
Net earnings	\$ 14,426	28.7	\$ 14,041	29.6	2.7
Net earnings per share (Diluted)	\$ 5.48		\$ 5.26		4.2
Effective tax rate	16.6 %		14.3 %		

* Fiscal six months 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.

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

Johnson & Johnson and Subsidiaries

Reconciliation of Non-GAAP Financial Measures

(Dollars in Millions Except Per Share Data)	Second Quarter		Six Months Ended	
	2023	2022	2023	2022
Net Earnings, after tax- as reported	\$5,144	\$4,814	\$5,076	\$9,963
<i>Pre-tax Adjustments</i>				
Litigation related	137	385	7,037	385
Intangible Asset Amortization expense	1,211	1,095	2,415	2,203
COVID-19 Vaccine related costs ¹	165	276	609	276
Consumer Health separation costs	282	268	582	370
Restructuring related ²	145	128	275	200
Medical Device Regulation ³	85	70	149	130
Acquisition, integration and divestiture related	38	-	80	-
(Gains)/losses on securities	(1)	109	71	520
IPR&D	-	-	49	610
Other	-	-	-	(7)
<i>Tax Adjustments</i>				
Tax impact on special item adjustments ⁴	(373)	(313)	(2,430)	(706)
Consumer Health separation tax related costs	546	2	557	98
Tax legislation and other tax related	(21)	78	(44)	(1)
Adjusted Net Earnings, after tax	\$7,358	\$6,912	\$14,426	\$14,041
Average shares outstanding (Diluted)	2,625.7	2,667.9	2,630.7	2,669.2
Adjusted net earnings per share (Diluted)	\$2.80	\$2.59	\$5.48	\$5.26
Operational adjusted net earnings per share (Diluted)	\$2.84		\$5.59	

Notes:

¹ COVID-19 Vaccine related costs include remaining commitments and obligations, including external manufacturing network exit costs and required clinical trial expenses, associated with the Company's completion of its COVID-19 vaccine contractual commitments.

² In the first and second quarter of 2023, the company completed a prioritization of its research and development (R&D) investment within the Pharmaceutical segment to focus on the most promising medicines with the greatest benefit to patients. This resulted in the exit of certain programs within therapeutic areas. The R&D program exits are primarily in infectious diseases and vaccines including the discontinuation of its respiratory syncytial virus (RSV) adult vaccine program, hepatitis and HIV development. The restructuring expenses of \$145 million in the quarter (\$275 million Q2 YTD) include the termination of partnered and non-partnered program costs and asset impairments.

³ 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.

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 Measure

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

	Segments			
	Consumer Health	Pharmaceutical	MedTech	Total
WW As Reported	5.4%	3.1%	12.9%	6.3%
U.S.	6.0%	9.2%	14.6%	10.2%
International	5.0%	(4.0)%	11.3%	2.2%
WW Currency	(2.3)	(0.7)	(1.8)	(1.2)
U.S.	-	-	-	-
International	(4.0)	(1.5)	(3.4)	(2.5)
WW Operational	7.7%	3.8%	14.7%	7.5%
U.S.	6.0%	9.2%	14.6%	10.2%
International	9.0%	(2.5)%	14.7%	4.7%
Abiomed			(4.8)	(1.4)
U.S.			(8.1)	(2.2)
International			(1.7)	(0.5)
All Other Acquisitions and Divestitures	0.0	0.1	0.0	0.1
U.S.	0.0	0.0	0.0	0.0
International	0.0	0.3	0.0	0.2
WW Adjusted Operational	7.7%	3.9%	9.9%	6.2%
U.S.	6.0%	9.2%	6.5%	8.0%
International	9.0%	(2.2)%	13.0%	4.4%

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
SIX MONTHS 2023 ACTUAL vs. 2022 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	MedTech	Total
WW As Reported	6.4%	3.7%	10.1%	6.0%
U.S.	8.6%	7.6%	15.5%	10.0%
International	4.7%	(0.7)%	5.2%	2.0%
WW Currency	(3.1)	(1.8)	(2.7)	(2.2)
U.S.	-	-	-	-
International	(5.4)	(3.8)	(5.1)	(4.5)
WW Operational	9.5%	5.5%	12.8%	8.2%
U.S.	8.6%	7.6%	15.5%	10.0%
International	10.1%	3.1%	10.3%	6.5%
Abiomed			(4.7)	(1.4)
U.S.			(8.2)	(2.3)
International			(1.6)	(0.5)
All Other Acquisitions and Divestitures	0.0	0.1	0.0	0.1
U.S.	0.0	0.0	0.0	0.0
International	0.0	0.3	0.0	0.2
WW Adjusted Operational	9.5%	5.6%	8.1%	6.9%
U.S.	8.6%	7.6%	7.3%	7.7%
International	10.1%	3.4%	8.7%	6.2%

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



	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
CONSUMER HEALTH SEGMENT ⁽²⁾					
QIC					
US	\$ 712	663	7.5%	7.5%	-
Intl	947	818	15.7%	19.0%	-3.3%
WW	1,659	1,482	12.0%	13.9%	-1.9%
SKIN HEALTH / BEAUTY					
US	650	629	3.4%	3.4%	-
Intl	498	497	0.3%	3.8%	-3.5%
WW	1,148	1,126	2.0%	3.5%	-1.5%
ORAL CARE					
US	173	170	1.7%	1.7%	-
Intl	225	224	0.3%	3.4%	-3.1%
WW	398	394	0.9%	2.7%	-1.8%
BABY CARE					
US	99	88	12.5%	12.5%	-
Intl	261	287	-9.1%	-4.0%	-5.1%
WW	360	375	-4.0%	-0.2%	-3.8%
WOMEN'S HEALTH					
US	4	3	-2.1%	-2.1%	-
Intl	235	228	3.5%	10.2%	-6.7%
WW	238	230	3.4%	10.0%	-6.6%
WOUND CARE / OTHER					
US	149	133	12.3%	12.3%	-
Intl	58	65	-10.3%	-4.6%	-5.7%
WW	207	197	4.9%	6.8%	-1.9%
TOTAL CONSUMER HEALTH					
US	1,787	1,687	6.0%	6.0%	-
Intl	2,224	2,118	5.0%	9.0%	-4.0%
WW	\$ 4,011	3,805	5.4%	7.7%	-2.3%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
	\$ 1,457	1,333	9.3%	9.3%	-
	1,844	1,609	14.6%	19.4%	-4.8%
	3,301	2,943	12.2%	14.8%	-2.6%
	1,267	1,173	8.0%	8.0%	-
	991	965	2.7%	8.1%	-5.4%
	2,258	2,138	5.6%	8.0%	-2.4%
	332	313	6.2%	6.2%	-
	427	447	-4.7%	-0.3%	-4.4%
	759	760	-0.2%	2.4%	-2.6%
	195	173	12.7%	12.7%	-
	524	557	-6.0%	0.1%	-6.1%
	719	730	-1.6%	3.1%	-4.7%
	7	7	-0.1%	-0.1%	-
	449	452	-0.7%	7.2%	-7.9%
	455	458	-0.6%	7.1%	-7.7%
	264	245	7.9%	7.9%	-
	107	117	-8.4%	-1.5%	-6.9%
	371	361	2.6%	4.9%	-2.3%
	3,522	3,244	8.6%	8.6%	-
	4,341	4,147	4.7%	10.1%	-5.4%
	\$ 7,863	7,391	6.4%	9.5%	-3.1%

See footnotes at end of schedule

PHARMACEUTICAL SEGMENT ^(2,3)	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER					SIX MONTHS				
	2023	2022	% Change			2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
IMMUNOLOGY										
US	\$ 2,865	2,853	0.4%	0.4%	-	\$ 5,313	5,354	-0.8%	-0.8%	-
Intl	1,631	1,559	4.7%	6.6%	-1.9%	3,295	3,176	3.8%	8.2%	-4.4%
WW	4,496	4,411	1.9%	2.6%	-0.7%	8,608	8,530	0.9%	2.6%	-1.7%
REMICADE										
US	277	391	-29.3%	-29.3%	-	553	749	-26.2%	-26.2%	-
US Exports ⁽⁴⁾	33	44	-24.9%	-24.9%	-	74	124	-40.3%	-40.3%	-
Intl	152	212	-28.2%	-25.2%	-3.0%	322	437	-26.2%	-22.5%	-3.7%
WW	462	647	-28.6%	-27.6%	-1.0%	949	1,310	-27.5%	-26.3%	-1.2%
SIMPONI / SIMPONI ARIA										
US	285	301	-5.1%	-5.1%	-	556	588	-5.4%	-5.4%	-
Intl	244	266	-8.2%	-4.3%	-3.9%	510	549	-7.1%	-1.1%	-6.0%
WW	529	566	-6.6%	-4.7%	-1.9%	1,066	1,137	-6.2%	-3.3%	-2.9%
STELARA										
US	1,817	1,731	4.9%	4.9%	-	3,268	3,110	5.1%	5.1%	-
Intl	981	868	13.0%	14.1%	-1.1%	1,974	1,777	11.1%	15.2%	-4.1%
WW	2,797	2,599	7.6%	8.0%	-0.4%	5,241	4,887	7.2%	8.7%	-1.5%
TREMFYA										
US	450	382	17.8%	17.8%	-	856	773	10.7%	10.7%	-
Intl	255	214	19.4%	21.0%	-1.6%	489	413	18.4%	22.8%	-4.4%
WW	706	597	18.3%	18.9%	-0.6%	1,346	1,187	13.4%	15.0%	-1.6%
OTHER IMMUNOLOGY										
US	4	3	17.8%	17.8%	-	7	9	-30.2%	-30.2%	-
Intl	0	0	-	-	-	0	0	-	-	-
WW	4	3	17.8%	17.8%	-	7	9	-30.2%	-30.2%	-
INFECTIOUS DISEASES										
US	395	415	-4.9%	-4.9%	-	787	876	-10.2%	-10.2%	-
Intl	727	901	-19.4%	-22.0%	2.6%	1,920	1,737	10.5%	12.3%	-1.8%
WW	1,121	1,316	-14.8%	-16.6%	1.8%	2,707	2,613	3.6%	4.7%	-1.1%
COVID-19 VACCINE										
US	-	45	-	-	-	-	120	-	-	-
Intl	285	499	-43.0%	-47.4%	4.4%	1,032	881	17.1%	18.4%	-1.3%
WW	285	544	-47.7%	-51.8%	4.1%	1,032	1,001	3.0%	4.2%	-1.2%
EDURANT / rilpivirine										
US	8	9	-9.0%	-9.0%	-	17	18	-5.3%	-5.3%	-
Intl	258	215	19.9%	17.3%	2.6%	529	454	16.4%	18.0%	-1.6%
WW	266	225	18.6%	16.2%	2.4%	546	473	15.6%	17.1%	-1.5%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	382	355	7.6%	7.6%	-	760	724	5.0%	5.0%	-
Intl	109	110	-0.2%	-1.0%	0.8%	208	242	-13.9%	-12.1%	-1.8%
WW	491	464	5.8%	5.6%	0.2%	968	965	0.3%	0.7%	-0.4%
OTHER INFECTIOUS DISEASES										
US	5	6	-27.2%	-27.2%	-	10	14	-30.6%	-30.6%	-
Intl	74	77	-3.5%	3.6%	-7.1%	151	160	-5.6%	-1.2%	-4.4%
WW	79	83	-5.2%	1.3%	-6.5%	161	174	-7.6%	-3.6%	-4.0%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE					
US	1,029	896	14.9%	14.9%	-
Intl	764	837	-8.8%	-4.6%	-4.2%
WW	1,793	1,734	3.5%	5.5%	-2.0%
CONCERTA / Methylphenidate					
US	64	38	68.2%	68.2%	-
Intl	143	123	16.3%	21.3%	-5.0%
WW	208	161	28.6%	32.4%	-3.8%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	721	691	4.3%	4.3%	-
Intl	310	362	-14.4%	-12.6%	-1.8%
WW	1,031	1,054	-2.1%	-1.5%	-0.6%
SPRAVATO					
US	144	74	93.2%	93.2%	-
Intl	25	11	*	*	*
WW	169	85	98.2%	98.5%	-0.3%
OTHER NEUROSCIENCE					
US	100	93	9.3%	9.3%	-
Intl	286	341	-16.4%	-9.9%	-6.5%
WW	386	433	-10.9%	-5.8%	-5.1%
ONCOLOGY					
US	2,069	1,679	23.2%	23.2%	-
Intl	2,329	2,362	-1.4%	0.1%	-1.5%
WW	4,398	4,042	8.8%	9.7%	-0.9%
CARVYKTI					
US	114	24	*	*	-
Intl	3	-	*	*	*
WW	117	24	*	*	*
DARZALEX					
US	1,322	1,021	29.5%	29.5%	-
Intl	1,110	965	15.0%	17.0%	-2.0%
WW	2,431	1,986	22.4%	23.4%	-1.0%
ERLEADA					
US	241	233	3.6%	3.6%	-
Intl	326	218	49.7%	51.7%	-2.0%
WW	567	450	25.9%	26.9%	-1.0%
IMBRUVICA					
US	262	349	-24.9%	-24.9%	-
Intl	579	620	-6.7%	-5.7%	-1.0%
WW	841	970	-13.2%	-12.6%	-0.6%
ZYTIGA / abiraterone acetate					
US	9	19	-55.2%	-55.2%	-
Intl	218	486	-55.1%	-53.8%	-1.3%
WW	227	505	-55.1%	-53.8%	-1.3%
OTHER ONCOLOGY					
US	122	33	*	*	-
Intl	92	72	27.8%	29.4%	-1.6%
WW	214	106	*	*	*

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE					
US	2,007	1,739	15.4%	15.4%	-
Intl	1,590	1,735	-8.4%	-3.8%	-4.6%
WW	3,597	3,475	3.5%	5.8%	-2.3%
CONCERTA / Methylphenidate					
US	134	73	84.0%	84.0%	-
Intl	279	245	13.9%	20.7%	-6.8%
WW	414	318	30.0%	35.3%	-5.3%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	1,434	1,352	6.0%	6.0%	-
Intl	641	749	-14.5%	-10.7%	-3.8%
WW	2,075	2,102	-1.3%	0.1%	-1.4%
SPRAVATO					
US	255	135	88.3%	88.3%	-
Intl	45	20	*	*	*
WW	300	155	93.1%	93.8%	-0.7%
OTHER NEUROSCIENCE					
US	184	179	3.1%	3.1%	-
Intl	625	721	-13.4%	-8.7%	-4.7%
WW	809	900	-10.1%	-6.4%	-3.7%
ONCOLOGY					
US	3,958	3,261	21.4%	21.4%	-
Intl	4,552	4,731	-3.8%	0.0%	-3.8%
WW	8,510	7,992	6.5%	8.8%	-2.3%
CARVYKTI					
US	184	24	*	*	-
Intl	5	-	*	*	*
WW	189	24	*	*	*
DARZALEX					
US	2,513	1,974	27.3%	27.3%	-
Intl	2,182	1,868	16.8%	21.5%	-4.7%
WW	4,695	3,842	22.2%	24.5%	-2.3%
ERLEADA					
US	490	439	11.8%	11.8%	-
Intl	619	412	50.3%	55.9%	-5.6%
WW	1,109	850	30.4%	33.2%	-2.8%
IMBRUVICA					
US	532	719	-26.0%	-26.0%	-
Intl	1,136	1,288	-11.8%	-8.8%	-3.0%
WW	1,668	2,008	-16.9%	-15.0%	-1.9%
ZYTIGA / abiraterone acetate					
US	25	38	-34.7%	-34.7%	-
Intl	447	1,006	-55.6%	-53.0%	-2.6%
WW	472	1,044	-54.8%	-52.3%	-2.5%
OTHER ONCOLOGY					
US	214	67	*	*	-
Intl	162	156	3.6%	7.1%	-3.5%
WW	376	224	68.0%	70.4%	-2.4%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
PULMONARY HYPERTENSION					
US	684	560	22.0%	22.0%	-
Intl	289	284	2.0%	5.7%	-3.7%
WW	972	843	15.3%	16.5%	-1.2%
OPSUMIT					
US	328	265	23.7%	23.7%	-
Intl	179	173	3.4%	6.0%	-2.6%
WW	507	438	15.7%	16.7%	-1.0%
UPTRAVI					
US	338	272	24.2%	24.2%	-
Intl	61	56	10.0%	14.1%	-4.1%
WW	399	328	21.8%	22.5%	-0.7%
OTHER PULMONARY HYPERTENSION					
US	18	23	-23.8%	-23.8%	-
Intl	48	55	-10.9%	-3.7%	-7.2%
WW	66	78	-14.7%	-9.7%	-5.0%
CARDIOVASCULAR / METABOLISM / OTHER					
US	776	757	2.6%	2.6%	-
Intl	174	215	-19.0%	-18.3%	-0.7%
WW	950	972	-2.2%	-2.0%	-0.2%
XARELTO					
US	637	609	4.7%	4.7%	-
Intl	-	-	-	-	-
WW	637	609	4.7%	4.7%	-
OTHER					
US	138	148	-6.3%	-6.3%	-
Intl	174	215	-19.0%	-18.3%	-0.7%
WW	313	363	-13.8%	-13.4%	-0.4%
TOTAL PHARMACEUTICAL					
US	7,818	7,159	9.2%	9.2%	-
Intl	5,913	6,158	-4.0%	-2.5%	-1.5%
WW	\$ 13,731	\$ 13,317	3.1%	3.8%	-0.7%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
PULMONARY HYPERTENSION					
US	1,284	1,132	13.4%	13.4%	-
Intl	561	563	-0.4%	5.5%	-5.9%
WW	1,844	1,695	8.8%	10.8%	-2.0%
OPSUMIT					
US	601	538	11.6%	11.6%	-
Intl	346	343	0.9%	6.1%	-5.2%
WW	947	881	7.5%	9.5%	-2.0%
UPTRAVI					
US	642	541	18.7%	18.7%	-
Intl	119	112	6.6%	11.7%	-5.1%
WW	761	653	16.6%	17.5%	-0.9%
OTHER PULMONARY HYPERTENSION					
US	41	53	-23.0%	-23.0%	-
Intl	95	108	-11.7%	-2.8%	-8.9%
WW	136	161	-15.5%	-9.5%	-6.0%
CARDIOVASCULAR / METABOLISM / OTHER					
US	1,491	1,429	4.3%	4.3%	-
Intl	386	453	-14.7%	-12.0%	-2.7%
WW	1,877	1,882	-0.3%	0.4%	-0.7%
XARELTO					
US	1,215	1,117	8.8%	8.8%	-
Intl	-	-	-	-	-
WW	1,215	1,117	8.8%	8.8%	-
OTHER					
US	275	312	-11.8%	-11.8%	-
Intl	386	453	-14.7%	-12.0%	-2.7%
WW	662	765	-13.5%	-11.9%	-1.6%
TOTAL PHARMACEUTICAL					
US	14,841	13,791	7.6%	7.6%	-
Intl	12,303	12,395	-0.7%	3.1%	-3.8%
WW	\$ 27,144	\$ 26,186	3.7%	5.5%	-1.8%

See footnotes at end of schedule

MEDTECH SEGMENT ^(2,3)

INTERVENTIONAL SOLUTIONS

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER		% Change		
	2023	2022	Reported	Operational ⁽¹⁾	Currency
US	\$ 908	525	73.1%	73.1%	-
Intl	712	525	35.7%	40.7%	-5.0%
WW	1,620	1,049	54.4%	56.9%	-2.5%
ELECTROPHYSIOLOGY					
US	609	499	22.0%	22.0%	-
Intl	587	469	25.1%	30.0%	-4.9%
WW	1,196	968	23.5%	25.9%	-2.4%
ABIOMED					
US	272	-	*	*	-
Intl	59	-	*	*	*
WW	331	-	*	*	*
OTHER INTERVENTIONAL SOLUTIONS					
US	27	26	4.5%	4.5%	-
Intl	67	56	20.0%	25.3%	-5.3%
WW	93	81	15.1%	18.8%	-3.7%
ORTHOPAEDICS					
US	1,388	1,338	3.7%	3.7%	-
Intl	878	820	7.0%	9.0%	-2.0%
WW	2,265	2,157	5.0%	5.7%	-0.7%
HIPS					
US	250	240	4.1%	4.1%	-
Intl	147	148	-0.8%	1.2%	-2.0%
WW	397	388	2.2%	3.0%	-0.8%
KNEES					
US	221	216	2.4%	2.4%	-
Intl	142	133	6.3%	8.0%	-1.7%
WW	363	349	3.9%	4.5%	-0.6%
TRAUMA					
US	483	464	4.3%	4.3%	-
Intl	255	232	9.9%	10.9%	-1.0%
WW	739	696	6.1%	6.5%	-0.4%
SPINE, SPORTS & OTHER					
US	433	418	3.5%	3.5%	-
Intl	334	306	9.0%	11.6%	-2.6%
WW	766	724	5.8%	7.0%	-1.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS		% Change		
	2023	2022	Reported	Operational ⁽¹⁾	Currency
US	\$ 1,771	1,019	73.8%	73.8%	-
Intl	1,352	1,123	20.5%	27.0%	-6.5%
WW	3,123	2,141	45.8%	49.3%	-3.5%
ELECTROPHYSIOLOGY					
US	1,180	969	21.7%	21.7%	-
Intl	1,109	1,001	10.8%	17.3%	-6.5%
WW	2,288	1,970	16.2%	19.5%	-3.3%
ABIOMED					
US	536	-	*	*	-
Intl	119	-	*	*	*
WW	655	-	*	*	*
OTHER INTERVENTIONAL SOLUTIONS					
US	55	50	10.8%	10.8%	-
Intl	125	121	2.8%	8.9%	-6.1%
WW	180	171	5.1%	9.5%	-4.4%
ORTHOPAEDICS					
US	2,751	2,627	4.7%	4.7%	-
Intl	1,759	1,719	2.3%	6.4%	-4.1%
WW	4,510	4,345	3.8%	5.4%	-1.6%
HIPS					
US	491	465	5.6%	5.6%	-
Intl	296	312	-5.1%	-1.3%	-3.8%
WW	787	777	1.3%	2.8%	-1.5%
KNEES					
US	447	417	7.2%	7.2%	-
Intl	284	271	4.8%	8.8%	-4.0%
WW	731	688	6.3%	7.9%	-1.6%
TRAUMA					
US	974	939	3.7%	3.7%	-
Intl	522	505	3.2%	7.0%	-3.8%
WW	1,496	1,444	3.6%	4.9%	-1.3%
SPINE, SPORTS & OTHER					
US	839	805	4.1%	4.1%	-
Intl	657	630	4.2%	8.7%	-4.5%
WW	1,495	1,436	4.2%	6.1%	-1.9%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
SURGERY					
US	1,015	992	2.2%	2.2%	-
Intl	1,580	1,458	8.4%	12.6%	-4.2%
WW	2,594	2,450	5.9%	8.4%	-2.5%
ADVANCED					
US	466	454	2.7%	2.7%	-
Intl	757	702	7.8%	12.1%	-4.3%
WW	1,222	1,156	5.8%	8.4%	-2.6%
GENERAL					
US	548	538	1.9%	1.9%	-
Intl	823	756	8.9%	13.1%	-4.2%
WW	1,372	1,294	6.0%	8.4%	-2.4%
VISION					
US	529	496	6.6%	6.6%	-
Intl	778	745	4.6%	7.1%	-2.5%
WW	1,308	1,241	5.4%	6.9%	-1.5%
CONTACT LENSES / OTHER					
US	409	374	9.1%	9.1%	-
Intl	530	519	2.2%	4.8%	-2.6%
WW	939	894	5.1%	6.6%	-1.5%
SURGICAL					
US	120	122	-1.1%	-1.1%	-
Intl	249	225	10.1%	12.3%	-2.2%
WW	369	347	6.2%	7.6%	-1.4%
TOTAL MEDTECH					
US	3,839	3,351	14.6%	14.6%	-
Intl	3,949	3,547	11.3%	14.7%	-3.4%
WW	\$ 7,788	\$ 6,898	12.9%	14.7%	-1.8%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
	1,990	1,913	4.0%	4.0%	-
	3,039	2,971	2.3%	7.7%	-5.4%
	5,028	4,884	3.0%	6.3%	-3.3%
	910	871	4.5%	4.5%	-
	1,430	1,431	0.0%	5.3%	-5.3%
	2,340	2,302	1.7%	5.0%	-3.3%
	1,079	1,042	3.6%	3.6%	-
	1,608	1,540	4.5%	10.0%	-5.5%
	2,688	2,582	4.1%	7.4%	-3.3%
	1,087	1,017	6.9%	6.9%	-
	1,521	1,481	2.7%	7.5%	-4.8%
	2,608	2,498	4.4%	7.2%	-2.8%
	853	774	10.1%	10.1%	-
	1,039	1,030	0.9%	6.3%	-5.4%
	1,892	1,804	4.9%	8.0%	-3.1%
	234	243	-3.6%	-3.6%	-
	482	451	6.7%	10.2%	-3.5%
	716	694	3.1%	5.4%	-2.3%
	7,598	6,576	15.5%	15.5%	-
	7,671	7,293	5.2%	10.3%	-5.1%
	\$ 15,269	\$ 13,869	10.1%	12.8%	-2.7%

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

Supplemental Sales Reconciliation (Unaudited)

(Dollars in Millions)

	SECOND QUARTER					SIX MONTHS				
	2023	2022	Percent Change			2023	2022	Percent Change		
			Total	Operations	Currency			Total	Operations	Currency
Pharmaceutical										
U.S.	\$ 7,818	7,159	9.2 %	9.2	-	\$ 14,841	13,791	7.6 %	7.6	-
International	5,913	6,158	(4.0)	(2.5)	(1.5)	12,303	12,395	(0.7)	3.1	(3.8)
Worldwide	13,731	13,317	3.1	3.8	(0.7)	27,144	26,186	3.7	5.5	(1.8)
COVID-19 Vaccine										
U.S.	-	45	*	*	-	-	120	*	*	-
International	285	499	(43.0)	(47.4)	4.4	1,032	881	17.1	18.4	(1.3)
Worldwide	285	544	(47.7)	(51.8)	4.1	1,032	1,001	3.0	4.2	(1.2)
Pharmaceutical excluding COVID-19 Vaccine										
U.S.	7,818	7,114	9.9	9.9	-	14,841	13,671	8.6	8.6	-
International	5,628	5,659	(0.5)	1.5	(2.0)	11,271	11,514	(2.1)	1.9	(4.0)
Worldwide	13,446	12,773	5.3	6.2	(0.9)	26,112	25,185	3.7	5.5	(1.8)
Worldwide										
U.S.	13,444	12,197	10.2	10.2	-	25,961	23,611	10.0	10.0	-
International	12,086	11,823	2.2	4.7	(2.5)	24,315	23,835	2.0	6.5	(4.5)
Worldwide	25,530	24,020	6.3	7.5	(1.2)	50,276	47,446	6.0	8.2	(2.2)
COVID-19 Vaccine										
U.S.	-	45	*	*	-	-	120	*	*	-
International	285	499	(43.0)	(47.4)	4.4	1,032	881	17.1	18.4	(1.3)
Worldwide	285	544	(47.7)	(51.8)	4.1	1,032	1,001	3.0	4.2	(1.2)
Worldwide										
U.S.	13,444	12,152	10.6	10.6	-	25,961	23,491	10.5	10.5	-
International	11,801	11,324	4.2	7.0	(2.8)	23,283	22,954	1.4	6.1	(4.7)
Worldwide excluding COVID-19 Vaccine	\$ 25,245	23,476	7.5 %	8.9	(1.4)	\$ 49,244	46,445	6.0 %	8.3	(2.3)

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

* Percentage greater than 100% or not meaningful

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

Q2 QTD - Income Before Tax by Segment*
Dollars in Millions

	Consumer Health		Pharmaceutical		MedTech		Unallocated		Consumer Health Separation Costs		Worldwide Total	
	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Reported Income Before Tax by Segment	\$ 860	784	4,862	4,420	1,699	1,141	(377)	(237)	(282)	(268)	6,762	5,840
% to Sales	21.4%	20.6%	35.4%	33.2%	21.8%	16.5%	-1.5%	-1.0%	-1.1%	-1.1%	26.5%	24.3%
Intangible asset amortization expense	81	100	748	736	382	259	-	-	-	-	1,211	1,095
In-process research and development	-	-	-	-	-	-	-	-	-	-	-	-
Litigation related	-	78	(93)	36	60	271	170	-	-	-	137	385
COVID-19 Vaccine related costs	-	-	165	276	-	-	-	-	-	-	165	276
Loss/(gain) on securities	-	-	38	102	(39)	7	-	-	-	-	(1)	109
Restructuring related	-	25	145	23	-	80	-	-	-	-	145	128
Acquisition, integration and divestiture related	-	-	-	-	38	-	-	-	-	-	38	-
Medical Device Regulation	-	-	-	-	85	70	-	-	-	-	85	70
Consumer Health separation costs	-	-	-	-	-	-	-	-	282	268	282	268
Other	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted Income Before Tax by Segment	\$ 941	987	5,865	5,593	2,225	1,828	(207)	(237)	-	-	8,824	8,171
% to Sales	23.5%	25.9%	42.7%	42.0%	28.6%	26.5%	-0.8%	-1.0%	0.0%	0.0%	34.6%	34.0%

*Estimated as of 7/20/2023

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

Q2 YTD - Income Before Tax by Segment*
Dollars in Millions

	Consumer Health		Pharmaceutical		MedTech		Unallocated		Consumer Health Separation Costs		Worldwide Total	
	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Reported Income Before Tax by Segment	\$ 1,636	1,470	9,306	8,344	3,144	2,618	(7,479)	(360)	(582)	(370)	6,025	11,702
% to Sales	20.8%	19.9%	34.3%	31.9%	20.6%	18.9%	-14.9%	-0.8%	-1.2%	-0.8%	12.0%	24.7%
Intangible asset amortization expense	163	194	1,487	1,496	765	513	-	-	-	-	2,415	2,203
In-process research and development	-	-	-	610	49	-	-	-	-	-	49	610
Litigation related	-	78	(93)	36	60	271	7,070	-	-	-	7,037	385
COVID-19 Vaccine related costs	-	-	609	276	-	-	-	-	-	-	609	276
Loss/(gain) on securities	-	-	76	496	(5)	24	-	-	-	-	71	520
Restructuring related	-	39	275	9	-	152	-	-	-	-	275	200
Acquisition, integration and divestiture related	-	-	-	-	80	-	-	-	-	-	80	-
Medical Device Regulation	-	-	-	-	149	130	-	-	-	-	149	130
Consumer Health separation costs	-	-	-	-	-	-	-	-	582	370	582	370
Other	-	-	-	-	-	-	-	(7)	-	-	-	(7)
Adjusted Income Before Tax by Segment	\$ <u>1,799</u>	<u>1,781</u>	<u>11,660</u>	<u>11,267</u>	<u>4,242</u>	<u>3,708</u>	<u>(409)</u>	<u>(367)</u>	<u>-</u>	<u>-</u>	<u>17,292</u>	<u>16,389</u>
% to Sales	22.9%	24.1%	43.0%	43.0%	27.8%	26.7%	-0.8%	-0.8%	0.0%	0.0%	34.4%	34.5%

*Estimated as of 7/20/2023

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

Quarter to Date

	Second Quarter July 2, 2022		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	Second Quarter July 3, 2022	
	GAAP	Intangible asset amortization												Non-GAAP	Non-GAAP
Cost of products sold	\$ 8,212	(1,211)			-			(34)	38	(14)	-	-	-	-	6,991
Selling, marketing and admin expenses	6,665							(8)		(44)					6,613
Research and development expense	3,829							(44)	(46)	(2)					3,737
Other (Income) / Expense	(60)	-	(137)		-	(38)	1		(156)	(221)	-		-	-	(611)
In-process research and development	-														-
Interest (Income)/Expense	(23)									(1)					(24)
Restructuring	145				(145)										-
Provision for taxes on income	1,618	194	29	-	37	12	(1)	15	38	49	(546)		-	-	1,466
Net Earnings	5,144	1,017	108	-	108	26	-	71	126	233	546	(21)	-	-	7,358

	Second Quarter July 3, 2022		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	Second Quarter July 3, 2022	
	GAAP	Intangible asset amortization												Non-GAAP	Non-GAAP
Cost of products sold	\$ 7,919	(1,083)			(17)			(25)	(194)	-	-	-	-	-	6,600
Selling, marketing and admin expenses	6,226							(6)							6,220
Research and development expense	3,703							(39)	(110)						3,554
Other (Income) / Expense	273	(12)	(385)		(26)	-	(109)		28	(268)	-		-	-	(499)
In-process research and development	-														-
Restructuring	85				(85)										-
Provision for taxes on income	1,026	170	(29)	-	25	-	25	13	65	44	(2)	(78)	-	-	1,259
Net Earnings	4,814	925	414	-	103	-	84	57	211	224	2	78	-	-	6,912

Year to Date

	Six Months July 2, 2022		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	Six Months July 2, 2022	
	GAAP	Intangible asset amortization												Non-GAAP	Non-GAAP
Cost of products sold	\$ 16,607	(2,411)			-			(57)	(168)	(26)					13,945
Selling, marketing and admin expenses	12,803							(15)		(82)					12,706
Research and development expense	7,392					(16)		(78)	(62)	(4)					7,232
Other (Income) / Expense	7,168	(4)	(7,037)		-	(64)	(71)		(378)	(506)	-		-	-	(892)
In-process research and development	49			(49)											-
Interest (Income)/Expense	(43)									36					(7)
Restructuring	275				(275)										-
Provision for taxes on income	949	388	1,651	11	69	17	15	27	143	109	(557)	44	-	-	2,866
Net Earnings	5,076	2,027	5,386	38	206	63	56	123	465	473	557	(44)	-	-	14,426

	Six Months July 3, 2022		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	Six Months July 3, 2022	
	GAAP	Intangible asset amortization												Non-GAAP	Non-GAAP
Cost of products sold	\$ 15,517	(2,191)			(33)			(47)	(194)						13,052
Selling, marketing and admin expenses	12,164							(12)							12,152
Research and development expense	7,165							(71)	(110)						6,984
Other (Income) / Expense	171	(12)	(385)		(12)	-	(520)		28	(370)	-		7		(1,093)
In-process research and development	610			(610)											-
Restructuring	155				(155)										-
Provision for taxes on income	1,739	338	(82)	138	37	-	121	24	65	67	(98)	1	(2)	-	2,348
Net Earnings	9,963	1,865	467	472	163	-	399	106	211	303	98	(1)	(5)	-	14,041