



Second Quarter 2023
Other Financial Disclosures
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Johnson & Johnson and Subsidiaries
Supplementary Sales Data

	SECOND QUARTER					SIX MONTHS				
	2023	2022	Total	Percent Change		2023	2022	Total	Percent Change	
				Operations	Currency				Operations	Currency
Sales to customers by segment of business										
Consumer Health										
U.S.	\$ 1,787	1,687	6.0 %	6.0	-	\$ 3,522	3,244	8.6 %	8.6	-
International	2,224	2,118	5.0	9.0	(4.0)	4,341	4,147	4.7	10.1	(5.4)
	4,011	3,805	5.4	7.7	(2.3)	7,863	7,391	6.4	9.5	(3.1)
Pharmaceutical ⁽¹⁾										
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)
	13,731	13,317	3.1	3.8	(0.7)	27,144	26,186	3.7	5.5	(1.8)
Pharmaceutical excluding COVID-19 Vaccine ⁽¹⁾										
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)
	13,446	12,773	5.3	6.2	(0.9)	26,112	25,185	3.7	5.5	(1.8)
MedTech										
U.S.	3,839	3,351	14.6	14.6	-	7,598	6,576	15.5	15.5	-
International	3,949	3,547	11.3	14.7	(3.4)	7,671	7,293	5.2	10.3	(5.1)
	7,788	6,898	12.9	14.7	(1.8)	15,269	13,869	10.1	12.8	(2.7)
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)
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 ⁽¹⁾	\$ 25,245	23,476	7.5 %	8.9	(1.4)	\$ 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 schedules

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)

	SECOND QUARTER					
	2023	2022	Total	Percent Change		
				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	Total	Percent Change		
				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



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER		% Change		
	2023	2022	Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT⁽²⁾					
OTC					
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		% Change		
	2023	2022	Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT⁽²⁾					
OTC					
US	\$ 1,457	1,333	9.3%	9.3%	-
Intl	1,844	1,609	14.6%	19.4%	-4.8%
WW	3,301	2,943	12.2%	14.8%	-2.6%
SKIN HEALTH / BEAUTY					
US	1,267	1,173	8.0%	8.0%	-
Intl	991	965	2.7%	8.1%	-5.4%
WW	2,258	2,138	5.6%	8.0%	-2.4%
ORAL CARE					
US	332	313	6.2%	6.2%	-
Intl	427	447	-4.7%	-0.3%	-4.4%
WW	759	760	-0.2%	2.4%	-2.6%
BABY CARE					
US	195	173	12.7%	12.7%	-
Intl	524	557	-6.0%	0.1%	-6.1%
WW	719	730	-1.6%	3.1%	-4.7%
WOMEN'S HEALTH					
US	7	7	-0.1%	-0.1%	-
Intl	449	452	-0.7%	7.2%	-7.9%
WW	455	458	-0.6%	7.1%	-7.7%
WOUND CARE / OTHER					
US	264	245	7.9%	7.9%	-
Intl	107	117	-8.4%	-1.5%	-6.9%
WW	371	361	2.6%	4.9%	-2.3%
TOTAL CONSUMER HEALTH					
US	3,522	3,244	8.6%	8.6%	-
Intl	4,341	4,147	4.7%	10.1%	-5.4%
WW	\$ 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)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
IMMUNOLOGY					
US	\$ 2,865	2,853	0.4%	0.4%	-
Intl	1,631	1,559	4.7%	6.6%	-1.9%
WW	4,496	4,411	1.9%	2.6%	-0.7%
REMICADE					
US	277	391	-29.3%	-29.3%	-
US Exports ⁽⁴⁾	33	44	-24.9%	-24.9%	-
Intl	152	212	-28.2%	-25.2%	-3.0%
WW	462	647	-28.6%	-27.6%	-1.0%
SIMPONI / SIMPONI ARIA					
US	285	301	-5.1%	-5.1%	-
Intl	244	266	-8.2%	-4.3%	-3.9%
WW	529	566	-6.6%	-4.7%	-1.9%
STELARA					
US	1,817	1,731	4.9%	4.9%	-
Intl	981	868	13.0%	14.1%	-1.1%
WW	2,797	2,599	7.6%	8.0%	-0.4%
TREMFYA					
US	450	382	17.8%	17.8%	-
Intl	255	214	19.4%	21.0%	-1.6%
WW	706	597	18.3%	18.9%	-0.6%
OTHER IMMUNOLOGY					
US	4	3	17.8%	17.8%	-
Intl	0	0	-	-	-
WW	4	3	17.8%	17.8%	-
INFECTIOUS DISEASES					
US	395	415	-4.9%	-4.9%	-
Intl	727	901	-19.4%	-22.0%	2.6%
WW	1,121	1,316	-14.8%	-16.6%	1.8%
COVID-19 VACCINE					
US	-	45	*	*	-
Intl	285	499	-43.0%	-47.4%	4.4%
WW	285	544	-47.7%	-51.8%	4.1%
EDURANT / rilpivirine					
US	8	9	-9.0%	-9.0%	-
Intl	258	215	19.9%	17.3%	2.6%
WW	266	225	18.6%	16.2%	2.4%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	382	355	7.6%	7.6%	-
Intl	109	110	-0.2%	-1.0%	0.8%
WW	491	464	5.8%	5.6%	0.2%
OTHER INFECTIOUS DISEASES					
US	5	6	-27.2%	-27.2%	-
Intl	74	77	-3.5%	3.6%	-7.1%
WW	79	83	-5.2%	1.3%	-6.5%

PHARMACEUTICAL SEGMENT ^(2,3)	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
IMMUNOLOGY					
US	\$ 5,313	5,354	-0.8%	-0.8%	-
Intl	3,295	3,176	3.8%	8.2%	-4.4%
WW	8,608	8,530	0.9%	2.6%	-1.7%
REMICADE					
US	553	749	-26.2%	-26.2%	-
US Exports ⁽⁴⁾	74	124	-40.3%	-40.3%	-
Intl	322	437	-26.2%	-22.5%	-3.7%
WW	949	1,310	-27.5%	-26.3%	-1.2%
SIMPONI / SIMPONI ARIA					
US	556	588	-5.4%	-5.4%	-
Intl	510	549	-7.1%	-1.1%	-6.0%
WW	1,066	1,137	-6.2%	-3.3%	-2.9%
STELARA					
US	3,268	3,110	5.1%	5.1%	-
Intl	1,974	1,777	11.1%	15.2%	-4.1%
WW	5,241	4,887	7.2%	8.7%	-1.5%
TREMFYA					
US	856	773	10.7%	10.7%	-
Intl	489	413	18.4%	22.8%	-4.4%
WW	1,346	1,187	13.4%	15.0%	-1.6%
OTHER IMMUNOLOGY					
US	7	9	-30.2%	-30.2%	-
Intl	0	0	-	-	-
WW	7	9	-30.2%	-30.2%	-
INFECTIOUS DISEASES					
US	787	876	-10.2%	-10.2%	-
Intl	1,920	1,737	10.5%	12.3%	-1.8%
WW	2,707	2,613	3.6%	4.7%	-1.1%
COVID-19 VACCINE					
US	-	120	*	*	-
Intl	1,032	881	17.1%	18.4%	-1.3%
WW	1,032	1,001	3.0%	4.2%	-1.2%
EDURANT / rilpivirine					
US	17	18	-5.3%	-5.3%	-
Intl	529	454	16.4%	18.0%	-1.6%
WW	546	473	15.6%	17.1%	-1.5%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	760	724	5.0%	5.0%	-
Intl	208	242	-13.9%	-12.1%	-1.8%
WW	968	965	0.3%	0.7%	-0.4%
OTHER INFECTIOUS DISEASES					
US	10	14	-30.6%	-30.6%	-
Intl	151	160	-5.6%	-1.2%	-4.4%
WW	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

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	SECOND QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT ^(2,3)					
INTERVENTIONAL SOLUTIONS					
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)				
	SIX MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT ^(2,3)					
INTERVENTIONAL SOLUTIONS					
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	Total	Percent Change		2023	2022	Total	Percent Change	
				Operations	Currency				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)	12,303	12,395	(0.7)		(3.8)
Worldwide	13,731	13,317	3.1		3.8	27,144	26,186	3.7		5.5
COVID-19 Vaccine										
U.S.	-	45	*		*	-	120	*		*
International	285	499	(43.0)		(47.4)	1,032	881	17.1		18.4
Worldwide	285	544	(47.7)		(51.8)	1,032	1,001	3.0		4.2
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	11,271	11,514	(2.1)		1.9
Worldwide	13,446	12,773	5.3		6.2	26,112	25,185	3.7		5.5
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	24,315	23,835	2.0		6.5
Worldwide	25,530	24,020	6.3		7.5	50,276	47,446	6.0		8.2
COVID-19 Vaccine										
U.S.	-	45	*		*	-	120	*		*
International	285	499	(43.0)		(47.4)	1,032	881	17.1		18.4
Worldwide	285	544	(47.7)		(51.8)	1,032	1,001	3.0		4.2
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	23,283	22,954	1.4		6.1
Worldwide excluding COVID-19 Vaccine	\$ 25,245	23,476	7.5	%	8.9	\$ 49,244	46,445	6.0	%	8.3

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

(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 Measure

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

Segments

	<u>Consumer Health</u>	<u>Pharmaceutical</u>	<u>MedTech</u>	<u>Total</u>
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

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	<u>\$7,358</u>	<u>\$6,912</u>	<u>\$14,426</u>	<u>\$14,041</u>
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:

- 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.
- 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.
- 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.
- 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.

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, 2023 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	Second Quarter July 2, 2023 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)	21		1,466
Net Earnings	5,144	1,017	108		108	26	-	71	126	233	546	(21)		7,358

	Second Quarter July 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	Second Quarter July 2, 2022 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, 2023 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	Six Months July 2, 2023 Non-GAAP
Cost of products sold	\$ 16,607	(2,411)			-			(57)	(188)	(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 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	Six Months July 3, 2022 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