

Johnson & Johnson

Third Quarter 2023 Other Financial Disclosures Table of Contents

<u>Table 1: Sales by Segment</u>	1
<u>Table 2: Sales by Geographic Area</u>	2
<u>Table 3: Sales of Key Products/Franchises</u>	3 - 7
<u>Table 3a: Supplemental Sales Reconciliation</u>	8
<u>Table 4: Condensed Consolidated Statement of Earnings - QTD</u>	9
<u>Table 5: Condensed Consolidated Statement of Earnings - YTD</u>	10
<u>Table 6: Non-GAAP Adjusted Operational Sales Growth - QTD</u>	11
<u>Table 7: Non-GAAP Adjusted Operational Sales Growth - YTD</u>	12
<u>Table 8: Non-GAAP Adjusted Net Earnings</u>	13
<u>Table 9: Non-GAAP IBT by Segment - QTD</u>	14
<u>Table 10: Non-GAAP IBT by Segment - YTD</u>	15
<u>Table 11: Non-GAAP P&L Reconciliation</u>	16

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Innovative Medicine ^(1,2)					
U.S.	8,249	7,438	10.9	10.9	-
International	5,644	5,776	(2.3)	(4.3)	2.0
	13,893	13,214	5.1	4.3	0.8
Innovative Medicine excluding COVID-19 Vaccine ^(1,2)					
U.S.	8,249	7,438	10.9	10.9	-
International	5,603	5,287	5.9	4.3	1.6
	13,852	12,725	8.9	8.2	0.7
MedTech					
U.S.	3,747	3,356	11.6	11.6	-
International	3,711	3,426	8.3	9.2	(0.9)
	7,458	6,782	10.0	10.4	(0.4)
U.S.	11,996	10,794	11.1	11.1	-
International	9,355	9,202	1.6	0.7	0.9
Worldwide	21,351	19,996	6.8	6.4	0.4
U.S.	11,996	10,794	11.1	11.1	-
International	9,314	8,713	6.9	6.3	0.6
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 21,310	19,507	9.2 %	9.0	0.2

	NINE MONTHS				
	2023	2022	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Innovative Medicine ^(1,2)					
U.S.	23,090	21,229	8.8	8.8	-
International	17,947	18,171	(1.2)	0.8	(2.0)
	41,037	39,400	4.2	5.1	(0.9)
Innovative Medicine excluding COVID-19 Vaccine ^(1,2)					
U.S.	23,090	21,109	9.4	9.4	-
International	16,874	16,801	0.4	2.7	(2.3)
	39,964	37,910	5.4	6.4	(1.0)
MedTech					
U.S.	11,345	9,932	14.2	14.2	-
International	11,382	10,719	6.2	10.0	(3.8)
	22,727	20,651	10.0	12.0	(2.0)
U.S.	34,435	31,161	10.5	10.5	-
International	29,329	28,890	1.5	4.2	(2.7)
Worldwide	63,764	60,051	6.2	7.5	(1.3)
U.S.	34,435	31,041	10.9	10.9	-
International	28,256	27,520	2.7	5.5	(2.8)
Worldwide excluding COVID-19 Vaccine ⁽¹⁾	\$ 62,691	58,561	7.1 %	8.4	(1.3)

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

⁽¹⁾ Refer to supplemental sales reconciliation schedule

⁽²⁾ Previously referred to as Pharmaceutical

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

THIRD QUARTER

	2023	2022	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 11,996	10,794	11.1 %	11.1	-
Europe	4,727	4,844	(2.4)	(7.8)	5.4
Western Hemisphere excluding U.S.	1,171	1,059	10.5	12.8	(2.3)
Asia-Pacific, Africa	3,457	3,299	4.8	9.4	(4.6)
International	9,355	9,202	1.6	0.7	0.9
Worldwide	\$ 21,351	19,996	6.8 %	6.4	0.4

NINE MONTHS

	2023	2022	Percent Change		
			Total	Operations	Currency
	\$ 34,435	31,161	10.5 %	10.5	-
	15,448	15,540	(0.6)	(1.0)	0.4
	3,383	3,084	9.7	15.0	(5.3)
	10,498	10,266	2.2	8.7	(6.5)
	29,329	28,890	1.5	4.2	(2.7)
	\$ 63,764	60,051	6.2 %	7.5	(1.3)

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

Johnson&Johnson

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
INNOVATIVE MEDICINE SEGMENT^(2,3,4)					
IMMUNOLOGY					
US	\$ 3,193	2,876	11.0%	11.0%	-
Intl	1,656	1,411	17.4%	15.2%	2.2%
WW	4,849	4,287	13.1%	12.4%	0.7%
REMICADE					
US	296	350	-15.4%	-15.4%	-
US Exports ⁽⁵⁾	38	39	-2.5%	-2.5%	-
Intl	127	169	-25.1%	-24.3%	-0.8%
WW	461	558	-17.4%	-17.1%	-0.3%
SIMPONI / SIMPONIARIA					
US	310	298	3.9%	3.9%	-
Intl	319	248	29.1%	30.2%	-1.1%
WW	629	545	15.3%	15.8%	-0.5%
STELARA					
US	1,912	1,655	15.5%	15.5%	-
Intl	951	794	19.9%	16.2%	3.7%
WW	2,864	2,449	16.9%	15.8%	1.1%
TREMFYA					
US	634	530	19.6%	19.6%	-
Intl	258	200	29.0%	26.3%	2.7%
WW	891	729	22.2%	21.5%	0.7%
OTHER IMMUNOLOGY					
US	2	5	-47.1%	-47.1%	-
Intl	0	0	-	-	-
WW	2	5	-47.1%	-47.1%	-
INFECTIOUS DISEASES					
US	360	390	-7.8%	-7.8%	-
Intl	500	905	-44.8%	-50.7%	5.9%
WW	859	1,295	-33.6%	-37.8%	4.2%
COVID-19 VACCINE					
US	0	0	-	-	-
Intl	41	489	-91.5%	-97.8%	6.3%
WW	41	489	-91.5%	-97.8%	6.3%
EDURANT / rilpivirine					
US	9	9	10.2%	10.2%	-
Intl	287	237	21.4%	13.4%	8.0%
WW	297	245	21.0%	13.3%	7.7%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	345	372	-7.3%	-7.3%	-
Intl	102	112	-9.5%	-15.0%	5.5%
WW	447	485	-7.8%	-9.0%	1.2%
OTHER INFECTIOUS DISEASES					
US	5	10	-42.7%	-42.7%	-
Intl	69	68	2.0%	5.5%	-3.5%
WW	74	77	-3.6%	-0.5%	-3.1%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
INNOVATIVE MEDICINE SEGMENT^(2,3,4)					
IMMUNOLOGY					
US	\$ 8,506	8,230	3.3%	3.3%	-
Intl	4,951	4,587	7.9%	10.3%	-2.4%
WW	13,457	12,817	5.0%	5.9%	-0.9%
REMICADE					
US	849	1,099	-22.7%	-22.7%	-
US Exports ⁽⁵⁾	112	163	-31.3%	-31.3%	-
Intl	449	606	-25.9%	-23.0%	-2.9%
WW	1,410	1,868	-24.5%	-23.6%	-0.9%
SIMPONI / SIMPONIARIA					
US	866	886	-2.3%	-2.3%	-
Intl	829	797	4.1%	8.6%	-4.5%
WW	1,695	1,682	0.8%	2.9%	-2.1%
STELARA					
US	5,180	4,766	8.7%	8.7%	-
Intl	2,925	2,571	13.8%	15.5%	-1.7%
WW	8,105	7,336	10.5%	11.1%	-0.6%
TREMFYA					
US	1,490	1,303	14.4%	14.4%	-
Intl	747	613	21.9%	24.0%	-2.1%
WW	2,237	1,916	16.8%	17.4%	-0.6%
OTHER IMMUNOLOGY					
US	9	14	-36.1%	-36.1%	-
Intl	0	0	-	-	-
WW	9	14	-36.1%	-36.1%	-
INFECTIOUS DISEASES					
US	1,147	1,266	-9.4%	-9.4%	-
Intl	2,420	2,642	-8.4%	-9.3%	0.9%
WW	3,566	3,908	-8.7%	-9.3%	0.6%
COVID-19 VACCINE					
US	0	120	*	*	-
Intl	1,073	1,370	-21.6%	-23.0%	1.4%
WW	1,073	1,490	-27.9%	-29.2%	1.3%
EDURANT / rilpivirine					
US	26	27	-0.5%	-0.5%	-
Intl	816	691	18.2%	16.4%	1.8%
WW	843	718	17.5%	15.8%	1.7%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	1,105	1,096	0.9%	0.9%	-
Intl	310	354	-12.5%	-13.0%	0.5%
WW	1,415	1,450	-2.4%	-2.5%	0.1%
OTHER INFECTIOUS DISEASES					
US	15	24	-35.5%	-35.5%	-
Intl	220	228	-3.4%	0.8%	-4.2%
WW	235	251	-6.4%	-2.6%	-3.8%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		Currency
		Reported	Operational ⁽¹⁾		
NEUROSCIENCE					
US	1,036	919	12.7%	12.7%	-
Intl	706	763	-7.4%	-5.1%	-2.3%
WW	1,742	1,681	3.6%	4.6%	-1.0%
CONCERTA / Methylphenidate					
US	57	41	38.1%	38.1%	-
Intl	133	117	13.6%	15.5%	-1.9%
WW	189	158	20.0%	21.4%	-1.4%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	730	684	6.8%	6.8%	-
Intl	299	348	-14.0%	-14.4%	0.4%
WW	1,029	1,031	-0.2%	-0.3%	0.1%
SPRAVATO					
US	154	88	75.1%	75.1%	-
Intl	29	12	*	*	*
WW	183	100	82.1%	81.0%	1.1%
OTHER NEUROSCIENCE					
US	94	106	-11.3%	-11.3%	-
Intl	245	286	-13.9%	-7.8%	-6.1%
WW	340	393	-13.2%	-8.7%	-4.5%
ONCOLOGY					
US	2,219	1,812	22.5%	22.5%	-
Intl	2,313	2,252	2.7%	0.7%	2.0%
WW	4,533	4,064	11.5%	10.4%	1.1%
CARVYKTI					
US	140	55	*	*	-
Intl	12	-	*	*	-
WW	152	55	*	*	-
DARZALEX					
US	1,369	1,097	24.8%	24.8%	-
Intl	1,130	955	18.3%	16.0%	2.3%
WW	2,499	2,052	21.8%	20.7%	1.1%
ERLEADA					
US	288	254	12.9%	12.9%	-
Intl	342	235	45.8%	42.3%	3.5%
WW	631	490	28.7%	27.0%	1.7%
IMBRUVICA					
US	264	353	-25.2%	-25.2%	-
Intl	545	559	-2.5%	-4.6%	2.1%
WW	808	911	-11.3%	-12.6%	1.3%
ZYTIGA / abiraterone acetate					
US	16	16	-2.8%	-2.8%	-
Intl	199	440	-54.9%	-55.1%	0.2%
WW	214	456	-53.0%	-53.2%	0.2%
OTHER ONCOLOGY					
US	143	37	*	*	-
Intl	86	64	34.5%	30.4%	4.1%
WW	229	100	*	*	-

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		Currency
		Reported	Operational ⁽¹⁾		
NEUROSCIENCE					
US	3,043	2,658	14.5%	14.5%	-
Intl	2,286	2,488	-8.1%	-4.2%	-3.9%
WW	5,339	5,156	3.5%	5.4%	-1.9%
CONCERTA / Methylphenidate					
US	191	114	67.4%	67.4%	-
Intl	412	362	13.8%	19.0%	-5.2%
WW	603	476	26.7%	30.7%	-4.0%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	2,164	2,036	6.3%	6.3%	-
Intl	940	1,097	-14.3%	-11.9%	-2.4%
WW	3,104	3,132	-0.9%	-0.1%	-0.8%
SPRAVATO					
US	409	223	83.1%	83.1%	-
Intl	74	32	*	*	*
WW	483	255	88.8%	88.7%	0.1%
OTHER NEUROSCIENCE					
US	278	285	-2.3%	-2.3%	-
Intl	870	1,007	-13.5%	-8.5%	-5.0%
WW	1,149	1,293	-11.0%	-7.1%	-3.9%
ONCOLOGY					
US	6,177	5,073	21.8%	21.8%	-
Intl	6,865	6,983	-1.7%	0.3%	-2.0%
WW	13,043	12,056	8.2%	9.3%	-1.1%
CARVYKTI					
US	324	79	*	*	-
Intl	17	-	*	*	-
WW	341	79	*	*	-
DARZALEX					
US	3,882	3,071	26.4%	26.4%	-
Intl	3,312	2,823	17.3%	19.7%	-2.4%
WW	7,194	5,894	22.1%	23.2%	-1.1%
ERLEADA					
US	778	693	12.2%	12.2%	-
Intl	961	647	48.7%	51.0%	-2.3%
WW	1,740	1,340	29.8%	30.9%	-1.1%
IMBRUVICA					
US	796	1,072	-25.6%	-25.6%	-
Intl	1,681	1,847	-8.0%	-7.6%	-1.4%
WW	2,476	2,918	-15.2%	-14.2%	-1.0%
ZYTIGA / abiraterone acetate					
US	41	54	-24.9%	-24.9%	-
Intl	646	1,446	-55.3%	-53.6%	-1.7%
WW	686	1,500	-54.2%	-52.6%	-1.6%
OTHER ONCOLOGY					
US	357	104	*	*	-
Intl	248	220	12.5%	13.8%	-1.3%
WW	605	324	86.5%	87.4%	-0.9%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
PULMONARY HYPERTENSION					
US	680	604	12.6%	12.6%	-
Intl	274	247	10.5%	11.7%	-1.2%
WW	954	852	12.0%	12.4%	-0.4%
OPSUMIT					
US	323	289	12.2%	12.2%	-
Intl	166	152	9.3%	8.6%	0.7%
WW	490	441	11.2%	10.9%	0.3%
UPTRAVI					
US	336	283	18.9%	18.9%	-
Intl	66	50	30.9%	33.8%	-2.9%
WW	402	333	20.7%	21.1%	-0.4%
OTHER PULMONARY HYPERTENSION					
US	20	33	-37.1%	-37.1%	-
Intl	42	46	-7.5%	-2.1%	-5.4%
WW	63	78	-19.8%	-16.6%	-3.2%
CARDIOVASCULAR / METABOLISM / OTHER					
US	763	837	-8.8%	-8.8%	-
Intl	194	198	-2.1%	-4.7%	2.6%
WW	957	1,034	-7.5%	-8.0%	0.5%
XARELTO					
US	625	689	-9.4%	-9.4%	-
Intl	-	-	-	-	-
WW	625	689	-9.4%	-9.4%	-
OTHER					
US	139	147	-6.1%	-6.1%	-
Intl	194	198	-2.1%	-4.7%	2.6%
WW	332	345	-3.8%	-5.3%	1.5%
TOTAL INNOVATIVE MEDICINE					
US	8,249	7,438	10.9%	10.9%	-
Intl	5,644	5,776	-2.3%	-4.3%	2.0%
WW	\$ 13,893	\$ 13,214	5.1%	4.3%	0.8%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
	1,964	1,736	13.1%	13.1%	-
	855	810	3.0%	7.4%	-4.4%
	2,798	2,547	9.9%	11.3%	-1.4%
	924	827	11.8%	11.8%	-
	512	495	3.5%	6.8%	-3.3%
	1,437	1,322	8.7%	9.9%	-1.2%
	978	824	18.7%	18.7%	-
	185	162	14.1%	18.6%	-4.5%
	1,163	986	18.0%	18.7%	-0.7%
	61	86	-28.4%	-28.4%	-
	137	154	-10.5%	-2.6%	-7.9%
	199	239	-16.9%	-11.8%	-5.1%
	2,254	2,266	-0.5%	-0.5%	-
	580	651	-10.8%	-9.8%	-1.0%
	2,834	2,916	-2.8%	-2.6%	-0.2%
	1,840	1,806	1.9%	1.9%	-
	-	-	-	-	-
	1,840	1,806	1.9%	1.9%	-
	414	459	-9.9%	-9.9%	-
	580	651	-10.8%	-9.8%	-1.0%
	994	1,110	-10.5%	-9.8%	-0.7%
	23,090	21,229	8.8%	8.8%	-
	17,947	18,171	-1.2%	0.8%	-2.0%
	\$ 41,037	\$ 39,400	4.2%	5.1%	-0.9%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT ^(2,3)					
INTERVENTIONAL SOLUTIONS					
US	\$ 891	547	63.0%	63.0%	-
Intl	667	513	29.9%	32.2%	-2.3%
WW	1,558	1,060	47.0%	48.1%	-1.1%
ELECTROPHYSIOLOGY					
US	611	520	17.6%	17.6%	-
Intl	549	453	21.2%	23.4%	-2.2%
WW	1,161	973	19.3%	20.3%	-1.0%
ABIOMED					
US	254	-	*	*	-
Intl	57	-	*	*	-
WW	311	-	*	*	-
OTHER INTERVENTIONAL SOLUTIONS					
US	26	27	-3.2%	-3.2%	-
Intl	61	60	1.0%	3.7%	-2.7%
WW	87	87	-0.3%	1.6%	-1.9%
ORTHOPAEDICS					
US	1,349	1,309	3.1%	3.1%	-
Intl	815	785	3.9%	1.7%	2.2%
WW	2,164	2,095	3.4%	2.6%	0.8%
HIPS					
US	239	228	4.9%	4.9%	-
Intl	136	124	9.3%	7.3%	2.0%
WW	375	352	6.5%	5.8%	0.7%
KNEES					
US	207	203	2.3%	2.3%	-
Intl	131	115	14.6%	11.7%	2.9%
WW	338	317	6.7%	5.7%	1.0%
TRAUMA					
US	488	473	3.2%	3.2%	-
Intl	253	244	4.2%	0.8%	3.4%
WW	742	717	3.5%	2.4%	1.1%
SPINE, SPORTS & OTHER					
US	415	406	2.3%	2.3%	-
Intl	295	303	-2.6%	-3.6%	1.0%
WW	710	708	0.2%	-0.2%	0.4%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2023	2022	% Change		
		Reported	Operational ⁽¹⁾	Currency	
MEDTECH SEGMENT ^(2,3)					
INTERVENTIONAL SOLUTIONS					
US	\$ 2,662	1,566	70.0%	70.0%	-
Intl	2,019	1,636	23.4%	28.6%	-5.2%
WW	4,681	3,202	46.2%	48.9%	-2.7%
ELECTROPHYSIOLOGY					
US	1,791	1,489	20.3%	20.3%	-
Intl	1,658	1,454	14.0%	19.2%	-5.2%
WW	3,449	2,943	17.2%	19.8%	-2.6%
ABIOMED					
US	790	-	*	*	-
Intl	176	-	*	*	-
WW	966	-	*	*	-
OTHER INTERVENTIONAL SOLUTIONS					
US	81	77	5.9%	5.9%	-
Intl	186	181	2.2%	7.2%	-5.0%
WW	267	258	3.3%	6.8%	-3.5%
ORTHOPAEDICS					
US	4,100	3,936	4.2%	4.2%	-
Intl	2,574	2,504	2.8%	4.9%	-2.1%
WW	6,674	6,440	3.6%	4.5%	-0.9%
HIPS					
US	730	693	5.4%	5.4%	-
Intl	432	437	-1.0%	1.1%	-2.1%
WW	1,162	1,129	2.9%	3.8%	-0.9%
KNEES					
US	654	620	5.6%	5.6%	-
Intl	415	385	7.7%	9.7%	-2.0%
WW	1,069	1,005	6.4%	7.2%	-0.8%
TRAUMA					
US	1,462	1,412	3.5%	3.5%	-
Intl	775	749	3.5%	5.0%	-1.5%
WW	2,238	2,161	3.5%	4.0%	-0.5%
SPINE, SPORTS & OTHER					
US	1,254	1,211	3.5%	3.5%	-
Intl	952	933	2.0%	4.7%	-2.7%
WW	2,205	2,144	2.8%	4.0%	-1.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)					
THIRD QUARTER					
	2023	2022	% Change		
			Reported	Operational ⁽¹⁾	Currency
SURGERY					
US	994	984	1.1%	1.1%	-
Intl	1,483	1,439	3.1%	4.6%	-1.5%
WW	2,479	2,422	2.3%	3.2%	-0.9%
ADVANCED					
US	455	457	-0.4%	-0.4%	-
Intl	709	701	1.0%	2.7%	-1.7%
WW	1,164	1,158	0.5%	1.5%	-1.0%
GENERAL					
US	540	527	2.4%	2.4%	-
Intl	775	737	5.1%	6.5%	-1.4%
WW	1,314	1,264	4.0%	4.8%	-0.8%
VISION					
US	512	517	-1.0%	-1.0%	-
Intl	744	689	8.1%	10.1%	-2.0%
WW	1,256	1,206	4.2%	5.4%	-1.2%
CONTACT LENSES / OTHER					
US	399	405	-1.2%	-1.2%	-
Intl	529	503	4.9%	8.2%	-3.3%
WW	928	908	2.2%	4.0%	-1.8%
SURGICAL					
US	112	112	-0.1%	-0.1%	-
Intl	216	186	16.6%	15.4%	1.2%
WW	328	298	10.3%	9.5%	0.8%
TOTAL MEDTECH					
US	3,747	3,356	11.6%	11.6%	-
Intl	3,711	3,426	8.3%	9.2%	-0.9%
WW	\$ 7,458	6,782	10.0%	10.4%	-0.4%

REPORTED SALES vs. PRIOR PERIOD (\$MM)					
NINE MONTHS					
	2023	2022	% Change		
			Reported	Operational ⁽¹⁾	Currency
	2,984	2,897	3.0%	3.0%	-
	4,522	4,410	2.6%	6.7%	-4.1%
	7,507	7,306	2.7%	5.3%	-2.6%
	1,365	1,328	2.8%	2.8%	-
	2,139	2,132	0.3%	4.5%	-4.2%
	3,504	3,460	1.3%	3.8%	-2.5%
	1,619	1,569	3.2%	3.2%	-
	2,383	2,277	4.7%	8.8%	-4.1%
	4,002	3,846	4.1%	6.5%	-2.4%
	1,599	1,534	4.2%	4.2%	-
	2,265	2,170	4.4%	8.3%	-3.9%
	3,864	3,704	4.3%	6.6%	-2.3%
	1,252	1,179	6.2%	6.2%	-
	1,568	1,533	2.3%	7.0%	-4.7%
	2,820	2,712	4.0%	6.6%	-2.6%
	346	355	-2.5%	-2.5%	-
	698	637	9.6%	11.7%	-2.1%
	1,044	992	5.3%	6.6%	-1.3%
	11,345	9,932	14.2%	14.2%	-
	11,382	10,719	6.2%	10.0%	-3.8%
	\$ 22,727	20,651	10.0%	12.0%	-2.0%

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) Previously referred to as Pharmaceutical

(5) Reported as U.S. sales

Supplemental Sales Reconciliation (Unaudited)

(Dollars in Millions)

	THIRD QUARTER						NINE MONTHS					
	2023	2022	Percent Change			2023	2022	Percent Change				
			Total	Operations	Currency			Total	Operations	Currency		
Innovative Medicine												
U.S.	\$ 8,249	7,438	10.9 %	10.9	-	\$ 23,090	21,229	8.8 %	8.8	-		
International	5,644	5,776	(2.3)	(4.3)	2.0	17,947	18,171	(1.2)	0.8	(2.0)		
Worldwide	13,893	13,214	5.1	4.3	0.8	41,037	39,400	4.2	5.1	(0.9)		
COVID-19 Vaccine												
U.S.	-	-	-	-	-	-	120	*	*	-		
International	41	489	(91.5)	(97.8)	6.3	1,073	1,370	(21.6)	(23.0)	1.4		
Worldwide	41	489	(91.5)	(97.8)	6.3	1,073	1,490	(27.9)	(29.2)	1.3		
Innovative Medicine excluding COVID-19 Vaccine												
U.S.	8,249	7,438	10.9	10.9	-	23,090	21,109	9.4	9.4	-		
International	5,603	5,287	5.9	4.3	1.6	16,874	16,801	0.4	2.7	(2.3)		
Worldwide	13,852	12,725	8.9	8.2	0.7	39,964	37,910	5.4	6.4	(1.0)		
Worldwide												
U.S.	11,996	10,794	11.1	11.1	-	34,435	31,161	10.5	10.5	-		
International	9,355	9,202	1.6	0.7	0.9	29,329	28,890	1.5	4.2	(2.7)		
Worldwide	21,351	19,996	6.8	6.4	0.4	63,764	60,051	6.2	7.5	(1.3)		
COVID-19 Vaccine												
U.S.	-	-	-	-	-	-	120	*	*	-		
International	41	489	(91.5)	(97.8)	6.3	1,073	1,370	(21.6)	(23.0)	1.4		
Worldwide	41	489	(91.5)	(97.8)	6.3	1,073	1,490	(27.9)	(29.2)	1.3		
Worldwide												
U.S.	11,996	10,794	11.1	11.1	-	34,435	31,041	10.9	10.9	-		
International	9,314	8,713	6.9	6.3	0.6	28,256	27,520	2.7	5.5	(2.8)		
Worldwide excluding COVID-19 Vaccine	\$ 21,310	19,507	9.2 %	9.0	0.2	\$ 62,691	58,561	7.1 %	8.4	(1.3)		

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)

THIRD QUARTER

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 21,351	100.0	\$ 19,996	100.0	6.8
Cost of products sold	6,606	30.9	6,172	30.9	7.0
Gross Profit	14,745	69.1	13,824	69.1	6.7
Selling, marketing and administrative expenses	5,400	25.3	4,975	24.9	8.5
Research and development expense	3,447	16.2	3,485	17.4	(1.1)
In-process research and development impairments	206	1.0	-	-	
Interest (income) expense, net	(182)	(0.8)	(99)	(0.5)	
Other (income) expense, net	499	2.3	226	1.1	
Restructuring	158	0.7	65	0.3	
Earnings before provision for taxes on income	5,217	24.4	5,172	25.9	0.9
Provision for taxes on income	908	4.2	862	4.3	5.3
Net earnings from Continuing Operations	\$ 4,309	20.2	\$ 4,310	21.6	0.0
Net earnings from Discontinued Operations, net of tax	21,719		148		
Net earnings	\$ 26,028		\$ 4,458		
Net earnings per share (Diluted) from Continuing Operations	\$ 1.69		\$ 1.62		4.3
Net earnings per share (Diluted) from Discontinued Operations	\$ 8.52		\$ 0.06		
Average shares outstanding (Diluted)	2,549.7		2,661.3		
Effective tax rate from Continuing Operations	17.4 %		16.7 %		
Adjusted earnings from Continuing Operations before provision for taxes and net earnings⁽¹⁾					
Earnings before provision for taxes on income from Continuing Operations	\$ 8,033	37.6	\$ 7,060	35.3	13.8
Net earnings from Continuing Operations	\$ 6,777	31.7	\$ 5,938	29.7	14.1
Net earnings per share (Diluted) from Continuing Operations	\$ 2.66		\$ 2.23		19.3
Effective tax rate from Continuing Operations	15.6 %		15.9 %		

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

NINE MONTHS

	2023		2022		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 63,764	100.0	\$ 60,051	100.0	6.2
Cost of products sold	19,755	31.0	18,512	30.8	6.7
Gross Profit	44,009	69.0	41,539	69.2	5.9
Selling, marketing and administrative expenses	15,702	24.6	14,907	24.8	5.3
Research and development expense	10,605	16.6	10,425	17.4	1.7
In-process research and development impairments	255	0.4	610	1.0	
Interest (income) expense, net	(277)	(0.4)	(137)	(0.2)	
Other (income) expense, net	7,055	11.1	15	0.0	
Restructuring	433	0.6	200	0.4	
Earnings before provision for taxes on income	10,236	16.1	15,519	25.8	(34.0)
Provision for taxes on income	1,042	1.7	2,376	3.9	(56.1)
Net earnings from Continuing Operations	\$ 9,194	14.4	\$ 13,143	21.9	(30.0)
Net earnings from Discontinued Operations, net of tax	21,910		1,278		
Net earnings	\$ 31,104		\$ 14,421		
Net earnings per share (Diluted) from Continuing Operations	\$ 3.53		\$ 4.93		(28.4)
Net earnings per share (Diluted) from Discontinued Operations	\$ 8.42		\$ 0.48		
Average shares outstanding (Diluted)	2,603.4		2,667.5		
Effective tax rate from Continuing Operations	10.2 %		15.3 %		

Adjusted earnings from continuing operations before provision for taxes and net earnings⁽¹⁾

Earnings before provision for taxes on income from Continuing Operations	\$ 23,574	37.0	\$ 21,491	35.8	9.7
Net earnings from Continuing Operations	\$ 19,847	31.1	\$ 18,364	30.6	8.1
Net earnings per share (Diluted) from Continuing Operations	\$ 7.62		\$ 6.89		10.6
Effective tax rate from Continuing Operations	15.8 %		14.6 %		

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

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

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

	Segments		
	Innovative Medicine	MedTech	Total
WW As Reported	5.1%	10.0%	6.8%
U.S.	10.9%	11.6%	11.1%
International	(2.3)%	8.3%	1.6%
WW Currency	0.8	(0.4)	0.4
U.S.	-	-	-
International	2.0	(0.9)	0.9
WW Operational	4.3%	10.4%	6.4%
U.S.	10.9%	11.6%	11.1%
International	(4.3)%	9.2%	0.7%
Abiomed		(4.6)	(1.6)
U.S.		(7.6)	(2.3)
International		(1.7)	(0.6)
All Other Acquisitions and Divestitures	0.1	0.2	0.1
U.S.	0.0	0.3	0.1
International	0.2	0.1	0.2
WW Adjusted Operational	4.4%	6.0%	4.9%
U.S.	10.9%	4.3%	8.9%
International	(4.1)%	7.6%	0.3%

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 2023 ACTUAL vs. 2022 ACTUAL

	<u>Segments</u>		
	<u>Innovative Medicine</u>	<u>MedTech</u>	<u>Total</u>
WW As Reported	4.2%	10.0%	6.2%
U.S.	8.8%	14.2%	10.5%
International	(1.2)%	6.2%	1.5%
WW Currency	(0.9)	(2.0)	(1.3)
U.S.	-	-	-
International	(2.0)	(3.8)	(2.7)
WW Operational	5.1%	12.0%	7.5%
U.S.	8.8%	14.2%	10.5%
International	0.8%	10.0%	4.2%
Abiomed		(4.7)	(1.6)
U.S.		(7.9)	(2.5)
International		(1.6)	(0.6)
All Other Acquisitions and Divestitures	0.1	0.1	0.1
U.S.	0.0	0.1	0.0
International	0.2	0.0	0.1
WW Adjusted Operational	5.2%	7.4%	6.0%
U.S.	8.8%	6.4%	8.0%
International	1.0%	8.4%	3.7%

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	
	2023	2022	2023	2022
Net Earnings from Continuing Operations, after tax- as reported	\$4,309	\$4,310	\$9,194	\$13,143
<i>Pre-tax Adjustments</i>				
Litigation related	(51)	219	6,986	604
Intangible Asset Amortization expense	1,132	958	3,384	2,967
COVID-19 Vaccine related costs ¹	44	377	653	653
Restructuring related ²	384	92	659	253
Medical Device Regulation ³	74	78	223	208
Acquisition, integration and divestiture related	22	-	102	-
(Gains)/losses on securities	1,005	164	1,076	684
IPR&D impairments	206	-	255	610
Other	-	-	-	(7)
<i>Tax Adjustments</i>				
Tax impact on special item adjustments ⁴	(482)	(312)	(2,769)	(900)
Tax legislation and other tax related	134	52	84	149
Adjusted Net Earnings from Continuing Operations, after tax	\$6,777	\$5,938	\$19,847	\$18,364
Average shares outstanding (Diluted)	2,549.7	2,661.3	2,603.4	2,667.5
Adjusted net earnings per share from Continuing Operations (Diluted)	\$2.66	\$2.23	\$7.62	\$6.89
Operational adjusted net earnings per share from Continuing Operations (Diluted)	\$2.54		\$7.60	

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 fiscal 2023, the company completed a prioritization of its research and development (R&D) investment within the Innovative Medicine 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 \$149 million in the quarter (\$424 million Q3 YTD) include the termination of partnered and non-partnered program costs and asset impairments.

In the third quarter of 2023, the company initiated a restructuring program of its Orthopaedics franchise within the MedTech segment to streamline operations by exiting certain markets, product lines and distribution network arrangements. The restructuring expense in the quarter of \$235 million primarily includes inventory and instrument reserves related to the market and product exits.

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 Measures

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

	Innovative Medicine		MedTech		Unallocated		Worldwide Total	
	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>
Reported Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ 4,794 34.5%	4,186 31.7%	1,185 15.9%	1,090 16.1%	(762) -3.6%	(104) -0.5%	5,217 24.4%	5,172 25.9%
Intangible asset amortization expense	749	698	383	260	-	-	1,132	958
In-process research and development impairments	206	-	-	-	-	-	206	-
Litigation related	(32)	7	(19)	212	-	-	(51)	219
Loss/(gain) on securities	398	177	(38)	(13)	645	-	1,005	164
Restructuring related	149	23	235	69	-	-	384	92
Acquisition, integration and divestiture related	-	-	22	-	-	-	22	-
Medical Device Regulation	-	-	74	78	-	-	74	78
COVID-19 Vaccine related costs	44	377	-	-	-	-	44	377
Adjusted Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ <u>6,308</u> 45.4%	<u>5,468</u> 41.4%	<u>1,842</u> 24.7%	<u>1,696</u> 25.0%	<u>(117)</u> -0.5%	<u>(104)</u> -0.5%	<u>8,033</u> 37.6%	<u>7,060</u> 35.3%

*Estimated as of 10/17/2023

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

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

	Innovative Medicine		MedTech		Unallocated		Worldwide Total	
	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>	<u>2023</u>	<u>2022</u>
Reported Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ 14,008 34.1%	12,424 31.5%	4,265 18.8%	3,641 17.6%	(8,037) -12.6%	(546) -0.9%	10,236 16.1%	15,519 25.8%
Intangible asset amortization expense	2,236	2,194	1,148	773	-	-	3,384	2,967
In-process research and development impairments	206	610	49	-	-	-	255	610
Litigation related	(125)	28	41	476	7,070	100	6,986	604
Loss/(gain) on securities	474	673	(43)	11	645	-	1,076	684
Restructuring related	424	32	235	221	-	-	659	253
Acquisition, integration and divestiture related	-	-	102	-	-	-	102	-
Medical Device Regulation	-	-	223	208	-	-	223	208
COVID-19 Vaccine related costs	653	653	-	-	-	-	653	653
Other	-	-	-	-	-	(7)	-	(7)
Adjusted Income Before Tax by Segment From Continuing Operations <i>% to Sales</i>	\$ <u>17,876</u> 43.6%	<u>16,614</u> 42.2%	<u>6,020</u> 26.5%	<u>5,330</u> 25.8%	<u>(322)</u> -0.5%	<u>(453)</u> -0.8%	<u>23,574</u> 37.0%	<u>21,491</u> 35.8%

*Estimated as of 10/17/2023

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

Quarter to Date

	Third Quarter Oct. 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Third Quarter Oct. 1, 2023 Non-GAAP
Cost of products sold	\$ 6,606	(1,132)			(226)			(34)	(9)	-	-	-	5,205
Selling, marketing and admin expenses	5,400							(6)		-	-	-	5,394
Research and development expense	3,447					-		(33)	(36)	-	-	-	3,378
Other (Income) / Expense	499	-	51		-	(22)	(1,005)	-	-	-	-	-	(477)
In-process research and development impairments	206			(206)						-	-	-	-
Interest (Income)/Expense	(182)									-	-	-	(182)
Restructuring	158				(158)					-	-	-	-
Provision for taxes on income	908	178	(12)	46	72	5	167	14	12	27	(161)	-	1,256
Net Earnings from Continuing Operations	4,309	954	(39)	160	312	17	838	59	33	(27)	161	-	6,777

	Third Quarter Oct. 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related 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	\$ 6,172	(958)			(9)			(29)	(102)	-	-	-	5,074
Selling, marketing and admin expenses	4,975							(7)		-	-	-	4,968
Research and development expense	3,485					-		(42)	(80)	-	-	-	3,363
Other (Income) / Expense	226	-	(219)		(18)	-	(164)	-	(195)	-	-	-	(370)
In-process research and development impairments	-			-						-	-	-	-
Restructuring	65				(65)					-	-	-	-
Provision for taxes on income	862	146	(7)	-	19	-	43	15	96	36	(88)	-	1,122
Net Earnings from Continuing Operations	4,310	812	226	-	73	-	121	63	281	(36)	88	-	5,938

Year to Date

	Nine Months Oct. 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Nine Months Oct. 1, 2023 Non-GAAP
Cost of products sold	\$ 19,755	(3,380)			(226)			(91)	(177)	-	-	-	15,881
Selling, marketing and admin expenses	15,702							(21)		-	-	-	15,681
Research and development expense	10,605					(16)		(111)	(98)	-	-	-	10,380
Other (Income) / Expense	7,055	(4)	(6,986)		-	(86)	(1,076)	(111)	(378)	-	-	-	(1,475)
In-process research and development impairments	255			(255)						-	-	-	-
Interest (Income)/Expense	(277)									-	-	-	(277)
Restructuring	433				(433)					-	-	-	-
Provision for taxes on income	1,042	532	1,639	57	141	22	182	41	155	33	(117)	-	3,727
Net Earnings from Continuing Operations	9,194	2,852	5,347	198	518	80	894	182	498	(33)	117	-	19,847

	Nine Months Oct. 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development impairments	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related 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	\$ 18,512	(2,967)			(37)			(76)	(296)	-	-	-	15,136
Selling, marketing and admin expenses	14,907							(19)		-	-	-	14,888
Research and development expense	10,425					-		(113)	(190)	-	-	-	10,122
Other (Income) / Expense	15	-	(604)		(16)	-	(684)	-	(167)	-	-	7	(1,449)
In-process research and development impairments	610			(610)						-	-	-	-
Restructuring	200				(200)					-	-	-	-
Provision for taxes on income	2,376	442	(89)	138	47	-	164	39	161	(62)	(87)	(2)	3,127
Net Earnings from Continuing Operations	13,143	2,525	693	472	206	-	520	169	492	62	87	(5)	18,364