

3rd Quarter 2020 Results

3rd Quarter 2020 Sales

\$21.1B	Worldwide Increased ▲		Excluding acquisitions/ divestitures on an operational basis	Worldwide Increased ▲
	1.7%			2.0%*

Diluted Earnings Per Share

Increased ▲

\$1.33 | **101.5%**

Adjusted Diluted Earnings Per Share*

Increased ▲

\$2.20 | **3.8%**



Alex Gorsky
Chairman and
Chief Executive Officer
Johnson & Johnson

“Our third-quarter results reflect solid performance and positive trends across Johnson & Johnson, powered by better-than-expected procedure recovery in Medical Devices, growth in Consumer Health, and continued strength in Pharmaceuticals. I am proud of the relentless passion and Credo-led commitment to patients and customers that our colleagues around the world continue to demonstrate as we boldly fight the COVID-19 pandemic. Our world-class R&D team is working tirelessly to advance the Phase 3 trials of our COVID-19 vaccine and to uphold the highest standards of transparency, safety and efficacy; while other dedicated teams provide ongoing support to hospitals and patients as they return to sites of care, and ensure patients and consumers have the medicines and products they need. This resilient mindset, combined with our strategic capabilities and execution excellence, increase our optimism for continued recovery in 2020 and strong momentum entering into 2021.”

**\$3.5
Billion**

Worldwide Consumer Health Sales

Consumer Health worldwide reported sales increased 1.3% or 3.0% operationally¹. Primary operational drivers:



TYLENOL

LISTERINE

BAND-AID
BRAND ADHESIVE BANDAGES

Pepcid

OGX
beauty pure and simple

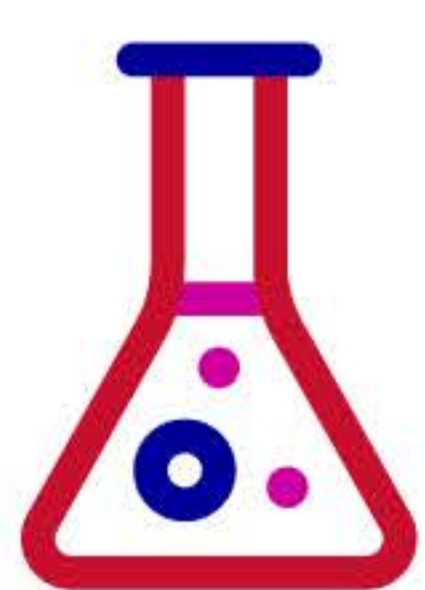
ZARBEES
NATURALS

ZYRTEC

**\$11.4
Billion**

Worldwide Pharmaceutical Sales

Pharmaceutical worldwide reported sales increased 5.0% or 4.6% operationally¹. Primary operational drivers:



Stelara
(ustekinumab)

DARZALEX
(daratumumab)

imbruvica
(ibrutinib) 140mg capsules

Tremfya
(guselkumab)

Erleada
(apalutamide) 60 mg tablets

Upravi
selexipag
tablets 200/1800 mg

INVEGA SUSTENNA
paliperidone palmitate
39mg, 78mg, 117mg, 156mg, 234mg

Symtuza
darunavir/cobicistat/emtricitabine/
tenofovir alafenamide tablets
800mg/150mg/200mg/10mg

Opsumit
macitentan

Juluca
dolutegravir 50 mg/
rilpivirine 25 mg tablets

**\$6.2
Billion**

Worldwide Medical Devices Sales

Medical Devices worldwide reported sales decreased (3.6)% or (3.9)% operationally¹. Primary offsets to decline:



Electrophysiology



Biosurgery



Neurovascular



Hips



Trauma

Note: values may have been rounded

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on October 13, 2020, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

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

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

Caution Concerning Forward-Looking Statements: This document contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding future operating and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the “Note to Investors Concerning Forward-Looking Statements” included in the Johnson & Johnson earnings release issued on October 13, 2020, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.