



July 17, 2018

## Johnson & Johnson Reports 2018 Second-Quarter Results:

**2018 Second-Quarter Sales of \$20.8 Billion Increased 10.6% versus 2017**

**2018 Second-Quarter EPS was \$1.45**

**2018 Adjusted Second-Quarter EPS of \$2.10 increased 14.8%\***

**Accelerating Operational Sales Growth in the Second Quarter**

NEW BRUNSWICK, N.J., July 17, 2018 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of \$20.8 billion for the second quarter of 2018, an increase of 10.6% as compared to the second quarter of 2017. Operational sales results increased 8.7% and the positive impact of currency was 1.9%. Domestic sales increased 9.4%. International sales increased 11.8%, reflecting operational growth of 7.9% and a positive currency impact of 3.9%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 6.3%, domestic sales increased 5.7% and international sales increased 6.8%.\*

Net earnings and diluted earnings per share for the second quarter of 2018 were \$4.0 billion and \$1.45, respectively. Second-quarter 2018 net earnings included after-tax intangible amortization expense of approximately \$1.0 billion and a charge for after-tax special items of approximately \$0.8 billion. Second-quarter 2017 net earnings included after-tax intangible amortization expense of approximately \$0.4 billion and a charge for after-tax special items of approximately \$0.8 billion. Excluding after-tax intangible amortization expense and special items, adjusted net earnings for the current quarter were \$5.7 billion and adjusted diluted earnings per share were \$2.10, representing increases of 14.0% and 14.8%, respectively, as compared to the same period in 2017.\* On an operational basis, adjusted diluted earnings per share also increased 11.5%.\* A reconciliation of non-GAAP financial measures is included as an accompanying schedule.

"Our strong second-quarter results reflect double-digit growth in our Pharmaceutical business and the accelerating sales momentum in our Medical Devices business, driven by the continued growth of our market leading products and strategic new launches. We remain focused on investing in innovation and meeting the needs of our customers by delivering innovative products and solutions that position the company to deliver long-term, sustainable growth," said Alex Gorsky, Chairman and Chief Executive Officer. "Our talented J&J colleagues are united in our efforts to address some of the most critical health and consumer needs of people around the world."

The Company updated its sales guidance for the full-year 2018 to a range of \$80.5 to \$81.3 billion. This reflects an increase in expected operational growth to a range of 4.5% to 5.5%, partially offset by the estimated lower favorable impact of currency. Additionally, the Company updated its adjusted earnings guidance for full-year 2018 to a range of \$8.07 to \$8.17 per share. This reflects an increase in expected operational growth to a range of 8.5% to 9.9%, partially offset by the estimated lower favorable impact of currency.

### Segment Sales Performance

Worldwide Consumer sales of \$3.5 billion for the second quarter 2018 represented an increase of 0.7% versus the prior year, consisting of an operational decrease of 0.4% and a positive impact from currency of 1.1%. Domestic sales decreased 0.7%, international sales increased 1.9%, which reflected no change in operational sales and a positive currency impact of 1.9%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 0.9%, domestic sales decreased 0.7% and international sales increased 2.1%\*.

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by over-the-counter products including TYLENOL analgesics and digestive health products, international beauty products primarily NEUTROGENA, OGX and Dr. Ci Labo, partially offset by lower sales of baby care products. During the quarter, the divestiture of the anti-dandruff shampoo brand NIZORAL and certain other ketoconazole-based shampoo brands was completed.

Worldwide Pharmaceutical sales of \$10.4 billion for the second quarter 2018 represented an increase of 19.9% versus the prior year with an operational increase of 17.6% and a positive impact from currency of 2.3%. Domestic sales increased 17.7%; international sales increased 22.9%, which reflected an operational increase of 17.5% and a positive currency impact of 5.4%. Sales included the impact of Actelion Ltd which contributed 6.6%, to worldwide operational sales growth. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 11.0%, domestic sales increased 10.2% and international sales increased 11.9%\*.

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by STELARA (ustekinumab), a biologic for the treatment of a number of immune-mediated inflammatory diseases, ZYTIGA (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone for the treatment of metastatic, castration-resistant prostate cancer, DARZALEX (daratumumab), for the treatment of patients with multiple myeloma, IMBRUVICA (ibrutinib), an oral, once-daily therapy approved for use in treating certain B-cell malignancies, a type of blood or lymph node cancer, TREMFYA (guselkumab), for the treatment of adults living with moderate to severe plaque psoriasis, SIMPONI/SIMPONI ARIA (golimumab), a biologic for the treatment of a number of immune-mediated inflammatory diseases, INVEGA SUSTENNA/XEPLION/TRINZA/TREVICTA (paliperidone palmitate), long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults, and XARELTO (rivaroxaban), an oral anticoagulant.

During the quarter, the U.S. Food and Drug Administration (FDA) approved an additional indication for DARZALEX (daratumumab) in combination with VELCADE (bortezomib), a proteasome inhibitor; melphalan, an alkylating agent; and prednisone for the treatment of patients with newly diagnosed multiple myeloma who are ineligible for autologous stem cell transplant. The European Commission granted marketing authorization for JULUCA (dolutegravir/rilpivirine), a two-drug regimen, once-daily, single-pill for the treatment of HIV-1. A supplemental New Drug Application was submitted to the FDA seeking to expand the indication of OPSUMIT (macitentan) to include the treatment of adults with inoperable chronic thromboembolic pulmonary hypertension (CTEPH, WHO Group 4) to improve exercise capacity and pulmonary vascular resistance.

Also in the quarter, the acquisition of BeneVir Biopharm, Inc., a privately-held, biopharmaceutical company specializing in the development of oncolytic immunotherapies, was completed. In addition, a worldwide collaboration was entered into with Bristol-Myers Squibb Company to develop and commercialize Factor Xla inhibitors, including BMS-986177, for the prevention and treatment of major thrombotic conditions.

Worldwide Medical Devices sales of \$7.0 billion for the second quarter 2018 represented an increase of 3.7% versus the

prior year consisting of an operational increase of 1.9% and a positive currency impact of 1.8%. Domestic sales increased 1.1%; international sales increased 6.0%, which reflected an operational increase of 2.5% and a positive currency impact of 3.5%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 2.9%, domestic sales increased 1.7% and international sales increased 4.1%.\*

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by ACUVUE contact lenses and surgical products in the Vision business; electrophysiology products in the Interventional Solutions business; biosurgicals and international endocutters in the Advanced Surgery business; wound closure products in the General Surgery business and trauma products in the Orthopaedics business, partially offset by declines in the Diabetes Care business and spine products in the Orthopaedics business.

During the quarter, the Company announced acceptance of the binding offer from Platinum Equity to acquire its LifeScan business for approximately \$2.1 billion, subject to customary adjustments. The Company also announced receipt of a binding offer from Fortive Corporation to acquire its Advanced Sterilization Products business for an aggregate value of approximately \$2.8 billion, subject to customary adjustments. In addition, the FDA approved iDESIGN Refractive Studio, part of a next generation LASIK platform that measures the eye inside and out to enable highly precise personalized vision correction.

In July, the acquisition of assets from Medical Enterprises Distribution, LLC, a privately held developer of surgical impactor technology, including the automated ME1000 Surgical Impactor for use in hip replacement, was completed.

**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 130 years, we have aimed to keep people well at every age and every stage of life. Today, as the world's largest and most broadly-based health care 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.

\* Operational sales growth excluding the net impact of acquisitions and divestitures, as well as adjusted net earnings, adjusted diluted earnings per share and operational adjusted 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 Investor Relations section of the company's website at [www.investor.jnj.com](http://www.investor.jnj.com). 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.

Johnson & Johnson will conduct a conference call with investors to discuss this news 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 at [www.investor.jnj.com](http://www.investor.jnj.com). A replay and podcast will be available approximately two hours after the live webcast by visiting [www.investor.jnj.com](http://www.investor.jnj.com).

Copies of the financial schedules accompanying this press release are available at [www.investor.jnj.com/historical-sales.cfm](http://www.investor.jnj.com/historical-sales.cfm). 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 be found on the company's website at [www.investor.jnj.com](http://www.investor.jnj.com).

**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. 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, global health care reforms and import/export and trade laws; 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. 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 December 31, 2017, including in the sections captioned "Cautionary Note Regarding Forward-Looking Statements" and "Item 1A. Risk Factors," and in the company'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](http://www.sec.gov), [www.jnj.com](http://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.

**Johnson & Johnson and Subsidiaries**

**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

**SECOND QUARTER**

**SIX MONTHS**

Percent Change

Percent Change

**2018 2017 Total Operations Currency**

**2018 2017 Total Operations Currency**

**Sales to customers by segment of business**

Consumer										
U.S.	\$ 1,476	1,487	(0.7) %	(0.7)	-	\$ 2,912	2,901	0.4 %	0.4	-
International	2,028	1,991	1.9	0.0	1.9	3,990	3,805	4.9	0.5	4.4
	3,504	3,478	0.7	(0.4)	1.1	6,902	6,706	2.9	0.4	2.5
Pharmaceutical										
U.S.	5,899	5,010	17.7	17.7	-	11,253	9,882	13.9	13.9	-
International	4,455	3,625	22.9	17.5	5.4	8,945	6,998	27.8	19.9	7.9
	10,354	8,635	19.9	17.6	2.3	20,198	16,880	19.7	16.4	3.3
Medical Devices										
U.S.	3,265	3,229	1.1	1.1	-	6,426	6,321	1.7	1.7	-
International	3,707	3,497	6.0	2.5	3.5	7,313	6,698	9.2	3.3	5.9
	6,972	6,726	3.7	1.9	1.8	13,739	13,019	5.5	2.5	3.0
U.S.	10,640	9,726	9.4	9.4	-	20,591	19,104	7.8	7.8	-
International	10,190	9,113	11.8	7.9	3.9	20,248	17,501	15.7	9.3	6.4
Worldwide	\$ 20,830	18,839	10.6 %	8.7	1.9	\$ 40,839	36,605	11.6 %	8.6	3.0

#### Johnson & Johnson and Subsidiaries

##### Supplementary Sales Data

(Unaudited; Dollars in Millions)	SECOND QUARTER						SIX MONTHS					
			Percent Change						Percent Change			
	2018	2017	Total	Operations	Currency	2018	2017	Total	Operations	Currency		
<b>Sales to customers by geographic area</b>												
U.S.	\$ 10,640	9,726	9.4 %	9.4	-	\$ 20,591	19,104	7.8 %	7.8	-		
Europe	4,810	4,232	13.7	6.5	7.2	9,607	8,090	18.8	8.2	10.6		
Western Hemisphere excluding U.S.	1,540	1,499	2.7	6.7	(4.0)	3,107	2,953	5.2	6.9	(1.7)		
Asia-Pacific, Africa	3,840	3,382	13.5	10.2	3.3	7,534	6,458	16.7	11.9	4.8		
International	10,190	9,113	11.8	7.9	3.9	20,248	17,501	15.7	9.3	6.4		
Worldwide	\$ 20,830	18,839	10.6 %	8.7	1.9	\$ 40,839	36,605	11.6 %	8.6	3.0		

#### Johnson & Johnson and Subsidiaries

##### Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	SECOND QUARTER					
	2018		2017*		Percent Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		
Sales to customers	\$ 20,830	100.0	\$ 18,839	100.0	10.6	
Cost of products sold	6,927	33.3	5,846	31.0	18.5	
<b>Gross Profit</b>	<b>13,903</b>	<b>66.7</b>	<b>12,993</b>	<b>69.0</b>	<b>7.0</b>	
Selling, marketing and administrative expenses	5,743	27.5	5,289	28.1	8.6	
Research and development expense	2,639	12.7	2,296	12.2	14.9	
Interest (income) expense, net	127	0.6	122	0.6		
Other (income) expense, net	364	1.7	527	2.8		
Restructuring	57	0.3	11	0.1		
Earnings before provision for taxes on income	4,973	23.9	4,748	25.2	4.7	
Provision for taxes on income	1,019	4.9	921	4.9	10.6	
<b>Net earnings</b>	<b>\$ 3,954</b>	<b>19.0</b>	<b>\$ 3,827</b>	<b>20.3</b>	<b>3.3</b>	
Net earnings per share (Diluted)	\$ 1.45		\$ 1.40		3.6	
Average shares outstanding (Diluted)	2,721.3		2,741.5			
Effective tax rate	20.5 %		19.4 %			
<b>Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup></b>						
Earnings before provision for taxes on income	\$ 7,014	33.7	\$ 6,285	33.4	11.6	
Net earnings	\$ 5,718	27.5	\$ 5,017	26.6	14.0	
Net earnings per share (Diluted)	\$ 2.10		\$ 1.83		14.8	
Effective tax rate	18.5 %		20.2 %			

<sup>(1)</sup>See Reconciliation of Non-GAAP Financial Measures.

\*2017 Statement of Earnings line items have been restated to reflect impact of ASU 2017-07

#### Johnson & Johnson and Subsidiaries

##### Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	SIX MONTHS					
	2018		2017*		Percent Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		

Sales to customers	\$ 40,839	100.0	\$ 36,605	100.0	11.6
Cost of products sold	13,541	33.2	11,255	30.8	20.3
<b>Gross Profit</b>	<b>27,298</b>	<b>66.8</b>	<b>25,350</b>	<b>69.2</b>	<b>7.7</b>
Selling, marketing and administrative expenses	11,006	27.0	10,052	27.5	9.5
Research and development expense	5,043	12.3	4,366	11.9	15.5
Interest (income) expense, net	272	0.7	205	0.6	
Other (income) expense, net	424	1.0	308	0.8	
Restructuring	99	0.2	96	0.2	
Earnings before provision for taxes on income	10,454	25.6	10,323	28.2	1.3
Provision for taxes on income	2,133	5.2	2,074	5.7	2.8
<b>Net earnings</b>	<b>\$ 8,321</b>	<b>20.4</b>	<b>\$ 8,249</b>	<b>22.5</b>	<b>0.9</b>

Net earnings per share (Diluted) \$ 3.05 \$ 3.00 1.7

Average shares outstanding (Diluted) 2,728.5 2,749.4

Effective tax rate 20.4 % 20.1 %

<b>Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup></b>					
Earnings before provision for taxes on income	\$ 13,872	34.0	\$ 12,388	33.8	12.0
Net earnings	\$ 11,353	27.8	\$ 10,055	27.5	12.9
Net earnings per share (Diluted)	\$ 4.16		\$ 3.66		13.7
Effective tax rate	18.2 %		18.8 %		

<sup>(1)</sup>See Reconciliation of Non-GAAP Financial Measures.

\*2017 Statement of Earnings line items have been restated to reflect impact of ASU 2017-07

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

(Dollars in Millions Except Per Share Data)	Second Quarter		% Incr. / (Decr.)	Six Months YTD		% Incr. / (Decr.)
	2018	2017		2018	2017	
Earnings before provision for taxes on income - as reported	\$ 4,973	4,748	4.7 %	\$ 10,454	10,323	1.3 %
Intangible asset amortization expense	1,084	480		2,199	809	
Litigation expense, net	703	493		703	493	
Restructuring/Other <sup>(1)</sup>	176	128		283	289	
Actelion acquisition related cost	64	213		160	213	
Diabetes asset impairment	4	182		4	182	
AMO acquisition related cost	25	41		46	79	
Unrealized loss/(gain) on securities	(39)	-		(12)	-	
Other	24	-		35	-	
Earnings before provision for taxes on income - as adjusted	\$ 7,014	6,285	11.6 %	\$ 13,872	12,388	12.0 %
Net Earnings - as reported	\$ 3,954	3,827	3.3 %	\$ 8,321	8,249	0.9 %
Intangible asset amortization expense	967	378		1,963	622	
Litigation expense, net	609	352		609	352	
Restructuring/Other	152	101		233	222	
Actelion acquisition related cost	64	199		156	199	
Diabetes asset impairment	3	125		3	125	
AMO acquisition related cost	22	35		39	286	
Unrealized loss/(gain) on securities	(31)	-		(10)	-	
Impact of tax legislation <sup>(2)</sup>	(40)	-		12	-	
Other	18	-		27	-	
Net Earnings - as adjusted	\$ 5,718	5,017	14.0 %	\$ 11,353	10,055	12.9 %
Diluted Net Earnings per share - as reported	\$ 1.45	1.40	3.6 %	\$ 3.05	3.00	1.7 %
Intangible asset amortization expense	0.36	0.14		0.72	0.23	
Litigation expense, net	0.22	0.13		0.22	0.13	
Restructuring/Other	0.06	0.03		0.09	0.08	
Actelion acquisition related cost	0.02	0.07		0.05	0.07	
Diabetes asset impairment	-	0.05		-	0.05	
AMO acquisition related cost	0.01	0.01		0.01	0.10	
Unrealized loss/(gain) on securities	(0.01)	-		-	-	
Impact of tax legislation	(0.02)	-		0.01	-	
Other	0.01	-		0.01	-	
Diluted Net Earnings per share - as adjusted	\$ 2.10	1.83	14.8 %	\$ 4.16	3.66	13.7 %
Operational Diluted Net Earnings per share - as adjusted at 2016 foreign currency exchange rates		1.86			3.72	
Impact of currency at 2017 foreign currency exchange rates	(0.06)	(0.03)		(0.19)	(0.06)	
Operational Diluted Net Earnings per share - as adjusted at 2017 foreign currency exchange rates	\$ 2.04	1.83	11.5 %	\$ 3.97	3.66	8.5 %

<sup>(1)</sup>Includes \$44M recorded in cost of products sold and \$75M recorded in other (income) expense for the second quarter 2018. Includes \$50M recorded in cost of products sold and \$134M recorded in other (income) expense for six months 2018 YTD. Includes \$13M recorded in cost of products sold and \$104M recorded in other (income) expense for the second quarter 2017. Includes \$17M recorded in cost of products sold and \$176M recorded in other (income) expense for six months 2017 YTD.

<sup>(2)</sup>Includes foreign currency translation

Reconciliation of Non-GAAP Financial Measure

Operational Sales Growth Excluding Acquisitions and Divestitures  
SECOND QUARTER 2018 ACTUAL vs. 2017 ACTUAL

	Segments			
	Consumer	Pharmaceutical	Medical Devices	Total
	Operational % <sup>(1)</sup>			
<b>WW As Reported:</b>	<b>(0.4)%</b>	<b>17.6%</b>	<b>1.9%</b>	<b>8.7%</b>
U.S.	(0.7)%	17.7%	1.1%	9.4%
International	0.0%	17.5%	2.5%	7.9%
<b>Pulmonary Hypertension</b>				
<b>Actelion</b>		<b>(6.3)</b>		<b>(3.0)</b>
U.S.		(7.4)		(3.8)
International		(5.2)		(2.0)
<b>Cardiovascular / Metabolism / Other</b>				
<b>Actelion</b>		<b>(0.3)</b>		<b>(0.1)</b>
U.S.		(0.1)		(0.1)
International		(0.4)		(0.2)
<b>Spine &amp; Other</b>				
<b>Codman Neuroscience</b>			<b>1.0</b>	<b>0.4</b>
U.S.			0.6	0.2
International			1.5	0.6
<b>Wound Care / Other</b>	<b>1.0</b>			<b>0.2</b>
<b>Compeed</b>	<b>0.0</b>			<b>0.0</b>
U.S.	1.7			0.4
International				
<b>All Other Acquisitions and Divestitures</b>	<b>0.3</b>		<b>0.0</b>	<b>0.1</b>
U.S.	0.0		0.0	0.0
International	0.4		0.1	0.1
<b>WW Ops excluding Acquisitions and Divestitures</b>	<b>0.9%</b>	<b>11.0%</b>	<b>2.9%</b>	<b>6.3%</b>
U.S.	(0.7)%	10.2%	1.7%	5.7%
International	2.1%	11.9%	4.1%	6.8%

<sup>(1)</sup>Operational growth excludes the effect of translational currency

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

Operational Sales Growth Excluding Acquisitions and Divestitures  
SIX MONTHS 2018 ACTUAL vs. 2017 ACTUAL

	Segments			
	Consumer	Pharmaceutical	Medical Devices	Total
	Operational % <sup>(1)</sup>			
<b>WW As Reported:</b>	<b>0.4%</b>	<b>16.4%</b>	<b>2.5%</b>	<b>8.6%</b>
U.S.	0.4%	13.9%	1.7%	7.8%
International	0.5%	19.9%	3.3%	9.3%
<b>Pulmonary Hypertension</b>				
<b>Actelion</b>		<b>(6.8)</b>		<b>(3.1)</b>
U.S.		(7.4)		(3.8)
International		(5.9)		(2.4)
<b>Cardiovascular / Metabolism / Other</b>				
<b>Actelion</b>		<b>(0.3)</b>		<b>(0.2)</b>
U.S.		(0.2)		(0.1)
International		(0.5)		(0.2)
<b>Spine &amp; Other</b>				
<b>Codman Neuroscience</b>			<b>1.0</b>	<b>0.3</b>
U.S.			0.6	0.2
International			1.4	0.6
<b>Wound Care / Other</b>	<b>0.9</b>			<b>0.2</b>
<b>Compeed</b>	<b>0.0</b>			<b>0.0</b>
U.S.	0.0			0.0
International	1.5			0.4
<b>Vision</b>				
<b>Vision Surgical &amp; Eye Health Business</b>			<b>(1.5)</b>	<b>(0.5)</b>
U.S.			(1.4)	(0.5)
International			(1.6)	(0.6)
<b>All Other Acquisitions and Divestitures</b>	<b>0.1</b>		<b>0.0</b>	<b>0.0</b>
U.S.	0.0		(0.2)	0.0
International	0.3		0.1	0.1
<b>WW Ops excluding Acquisitions and Divestitures</b>	<b>1.4%</b>	<b>9.3%</b>	<b>2.0%</b>	<b>5.3%</b>
U.S.	0.4%	6.3%	0.7%	3.6%
International	2.3%	13.5%	3.2%	7.2%

(1)Operational growth excludes the effect of translational currency

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>CONSUMER SEGMENT (2)</b>										
<b>BABY CARE</b>										
US	\$ 89	\$ 113	-21.2%	-21.2%	-	\$ 186	\$ 226	-17.7%	-17.7%	-
Intl	367	381	-3.7%	-2.7%	-1.0%	727	723	0.6%	-0.8%	1.4%
WW	456	494	-7.7%	-6.9%	-0.8%	913	949	-3.8%	-4.8%	1.0%
<b>BEAUTY</b>										
US	637	649	-1.8%	-1.8%	-	1,248	1,216	2.6%	2.6%	-
Intl	472	427	10.5%	7.3%	3.2%	945	841	12.4%	6.8%	5.6%
WW	1,109	1,076	3.1%	1.8%	1.3%	2,193	2,057	6.6%	4.3%	2.3%
<b>ORAL CARE</b>										
US	157	150	4.7%	4.7%	-	314	306	2.6%	2.6%	-
Intl	236	244	-3.3%	-5.5%	2.2%	458	450	1.8%	-2.7%	4.5%
WW	393	394	-0.3%	-1.7%	1.4%	772	756	2.1%	-0.6%	2.7%
<b>OTC</b>										
US	454	432	5.1%	5.1%	-	919	909	1.1%	1.1%	-
Intl	612	574	6.6%	2.5%	4.1%	1,219	1,110	9.8%	3.2%	6.6%
WW	1,066	1,006	6.0%	3.7%	2.3%	2,138	2,019	5.9%	2.2%	3.7%
<b>WOMEN'S HEALTH</b>										
US	4	3	33.3%	33.3%	-	7	6	16.7%	16.7%	-
Intl	276	273	1.1%	1.9%	-0.8%	516	512	0.8%	-1.1%	1.9%
WW	280	276	1.4%	2.2%	-0.8%	523	518	1.0%	-0.9%	1.9%
<b>WOUND CARE / OTHER</b>										
US	135	140	-3.6%	-3.6%	-	238	238	0.0%	0.0%	-
Intl	65	92	-29.3%	-31.3%	2.0%	125	169	-26.0%	-29.2%	3.2%
WW	200	232	-13.8%	-14.6%	0.8%	363	407	-10.8%	-12.1%	1.3%
<b>TOTAL CONSUMER</b>										
US	1,476	1,487	-0.7%	-0.7%	-	2,912	2,901	0.4%	0.4%	-
Intl	2,028	1,991	1.9%	0.0%	1.9%	3,990	3,805	4.9%	0.5%	4.4%
WW	\$ 3,504	\$ 3,478	0.7%	-0.4%	1.1%	\$ 6,902	\$ 6,706	2.9%	0.4%	2.5%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT (2)(5)</b>										
<b>IMMUNOLOGY</b>										
US	\$ 2,317	\$ 2,101	10.3%	10.3%	-	\$ 4,317	\$ 4,224	2.2%	2.2%	-
Intl	1,021	858	19.0%	14.6%	4.4%	2,063	1,665	23.9%	17.0%	6.9%
WW	3,338	2,959	12.8%	11.5%	1.3%	6,380	5,889	8.3%	6.3%	2.0%
<b>REMICADE</b>										
US	918	1,064	-13.7%	-13.7%	-	1,834	2,246	-18.3%	-18.3%	-
US Exports <sup>(3)</sup>	104	127	-18.1%	-18.1%	-	246	292	-15.8%	-15.8%	-
Intl	298	339	-12.1%	-14.0%	1.9%	629	664	-5.3%	-9.0%	3.7%
WW	1,320	1,530	-13.7%	-14.1%	0.4%	2,709	3,202	-15.4%	-16.2%	0.8%
<b>SIMPONI / SIMPONI ARIA</b>										
US	274	230	19.1%	19.1%	-	498	459	8.5%	8.5%	-
Intl	274	209	31.1%	26.9%	4.2%	568	408	39.2%	32.0%	7.2%
WW	548	439	24.8%	22.8%	2.0%	1,066	867	23.0%	19.6%	3.4%
<b>STELARA</b>										
US	919	680	35.1%	35.1%	-	1,571	1,227	28.0%	28.0%	-
Intl	422	303	39.3%	32.0%	7.3%	831	579	43.5%	32.9%	10.6%
WW	1,341	983	36.4%	34.2%	2.2%	2,402	1,806	33.0%	29.6%	3.4%
<b>OTHER IMMUNOLOGY</b>										
US	102	-	*	*	-	168	-	*	*	-
Intl	27	7	*	*	*	35	14	*	*	*
WW	129	7	*	*	*	203	14	*	*	*
<b>INFECTIOUS DISEASES</b>										
US	328	341	-3.8%	-3.8%	-	661	667	-0.9%	-0.9%	-
Intl	521	451	15.5%	11.0%	4.5%	1,018	874	16.5%	8.5%	8.0%
WW	849	792	7.2%	4.6%	2.6%	1,679	1,541	9.0%	4.5%	4.5%
<b>EDURANT / rilpivirine</b>										
US	15	17	-11.8%	-11.8%	-	29	29	0.0%	0.0%	-
Intl	196	162	21.0%	13.1%	7.9%	392	299	31.1%	18.6%	12.5%
WW	211	179	17.9%	10.7%	7.2%	421	328	28.4%	17.0%	11.4%
<b>PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA</b>										
US	277	278	-0.4%	-0.4%	-	550	537	2.4%	2.4%	-
Intl	215	176	22.2%	18.8%	3.4%	420	347	21.0%	14.1%	6.9%
WW	492	454	8.4%	7.1%	1.3%	970	884	9.7%	7.0%	2.7%
<b>OTHER INFECTIOUS DISEASES</b>										
US	36	46	-21.7%	-21.7%	-	82	101	-18.8%	-18.8%	-
Intl	110	113	-2.7%	-4.1%	1.4%	206	228	-9.6%	-13.3%	3.7%
WW	146	159	-8.2%	-9.2%	1.0%	288	329	-12.5%	-15.1%	2.6%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER	SIX MONTHS
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	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>NEUROSCIENCE</b>										
US	639	620	3.1%	3.1%	-	1,263	1,284	-1.6%	-1.6%	-
Intl	889	847	5.0%	1.4%	3.6%	1,824	1,680	8.6%	2.4%	6.2%
WW	1,528	1,467	4.2%	2.1%	2.1%	3,087	2,964	4.1%	0.6%	3.5%
<b>CONCERTA / methylphenidate</b>										
US	68	76	-10.5%	-10.5%	-	134	184	-27.2%	-27.2%	-
Intl	115	105	9.5%	6.9%	2.6%	222	206	7.8%	3.1%	4.7%
WW	183	181	1.1%	-0.4%	1.5%	356	390	-8.7%	-11.2%	2.5%
<b>INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA</b>										
US	438	387	13.2%	13.2%	-	838	759	10.4%	10.4%	-
Intl	282	242	16.5%	10.5%	6.0%	578	474	21.9%	12.8%	9.1%
WW	720	629	14.5%	12.2%	2.3%	1,416	1,233	14.8%	11.3%	3.5%
<b>RISPERDAL CONSTA</b>										
US	80	91	-12.1%	-12.1%	-	162	186	-12.9%	-12.9%	-
Intl	108	116	-6.9%	-10.3%	3.4%	222	228	-2.6%	-8.7%	6.1%
WW	188	207	-9.2%	-11.1%	1.9%	384	414	-7.2%	-10.6%	3.4%
<b>OTHER NEUROSCIENCE</b>										
US	53	66	-19.7%	-19.7%	-	129	155	-16.8%	-16.8%	-
Intl	384	384	0.0%	-2.4%	2.4%	802	772	3.9%	-1.0%	4.9%
WW	437	450	-2.9%	-5.0%	2.1%	931	927	0.4%	-3.6%	4.0%
<b>ONCOLOGY</b>										
US	1,085	697	55.7%	55.7%	-	2,018	1,361	48.3%	48.3%	-
Intl	1,371	1,030	33.1%	27.2%	5.9%	2,749	1,960	40.3%	30.7%	9.6%
WW	2,456	1,727	42.2%	38.7%	3.5%	4,767	3,321	43.5%	37.8%	5.7%
<b>DARZALEX</b>										
US	298	212	40.6%	40.6%	-	562	413	36.1%	36.1%	-
Intl	213	87	*	*	*	381	141	*	*	*
WW	511	299	70.9%	67.7%	3.2%	943	554	70.2%	65.8%	4.4%
<b>IMBRUVICA</b>										
US	250	202	23.8%	23.8%	-	477	392	21.7%	21.7%	-
Intl	370	248	49.2%	42.7%	6.5%	730	467	56.3%	45.7%	10.6%
WW	620	450	37.8%	34.2%	3.6%	1,207	859	40.5%	34.7%	5.8%
<b>VELCADE</b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	280	290	-3.4%	-8.0%	4.6%	593	570	4.0%	-3.4%	7.4%
WW	280	290	-3.4%	-8.0%	4.6%	593	570	4.0%	-3.4%	7.4%
<b>ZYTIGA</b>										
US	486	241	*	*	-	893	474	88.4%	88.4%	-
Intl	423	317	33.4%	27.3%	6.1%	861	607	41.8%	31.8%	10.0%
WW	909	558	62.9%	59.5%	3.4%	1,754	1,081	62.3%	56.7%	5.6%
<b>OTHER ONCOLOGY</b>										
US	51	42	21.4%	21.4%	-	86	82	4.9%	4.9%	-
Intl	85	88	-3.4%	-6.8%	3.4%	184	175	5.1%	-1.5%	6.6%
WW	136	130	4.6%	2.3%	2.3%	270	257	5.1%	0.6%	4.5%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>PULMONARY HYPERTENSION<sup>(4)</sup></b>										
US	429	37	*	*	-	790	37	*	*	-
Intl	236	48	*	*	*	460	48	*	*	*
WW	665	85	*	*	*	1,250	85	*	*	*
<b>QPSUMIT</b>										
US	180	24	*	*	-	329	24	*	*	-
Intl	131	21	*	*	*	253	21	*	*	*
WW	311	45	*	*	*	582	45	*	*	*
<b>TRACLEER</b>										
US	71	2	*	*	-	139	2	*	*	-
Intl	72	24	*	*	*	144	24	*	*	*
WW	143	26	*	*	*	283	26	*	*	*
<b>UPTRAVI</b>										
US	155	8	*	*	-	279	8	*	*	-
Intl	16	1	*	*	*	32	1	*	*	*
WW	171	9	*	*	*	311	9	*	*	*
<b>OTHER</b>										
US	23	3	*	*	-	43	3	*	*	-
Intl	17	2	*	*	*	31	2	*	*	*
WW	40	5	*	*	*	74	5	*	*	*
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>										
US	1,101	1,214	-9.3%	-9.3%	-	2,204	2,309	-4.5%	-4.5%	-
Intl	417	391	6.6%	1.9%	4.7%	831	771	7.8%	1.7%	6.1%
WW	1,518	1,605	-5.4%	-6.6%	1.2%	3,035	3,080	-1.5%	-3.0%	1.5%
<b>XARELTO</b>										
US	679	642	5.8%	5.8%	-	1,257	1,155	8.8%	8.8%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	679	642	5.8%	5.8%	-	1,257	1,155	8.8%	8.8%	-
<b>INVOKANA / INVOKAMET</b>										
US	169	256	-34.0%	-34.0%	-	373	503	-25.8%	-25.8%	-
Intl	46	39	17.9%	13.0%	4.9%	90	76	18.4%	11.7%	6.7%
WW	215	295	-27.1%	-27.7%	0.6%	463	579	-20.0%	-20.9%	0.9%
<b>PROCRIPT / EPREX</b>										
US	156	174	-10.3%	-10.3%	-	345	343	0.6%	0.6%	-
Intl	80	81	-1.2%	-5.9%	4.7%	167	159	5.0%	-1.7%	6.7%
WW	236	255	-7.5%	-9.0%	1.5%	512	502	2.0%	-0.1%	2.1%
<b>OTHER</b>										
US	97	142	-31.7%	-31.7%	-	229	308	-25.6%	-25.6%	-
Intl	291	271	7.4%	2.7%	4.7%	574	536	7.1%	1.3%	5.8%

WW	388	413	-6.1%	-9.2%	3.1%	803	844	-4.9%	-8.6%	3.7%
<b>TOTAL PHARMACEUTICAL</b>										
US	5,899	5,010	17.7%	17.7%	-	11,253	9,882	13.9%	13.9%	-
Intl	4,455	3,625	22.9%	17.5%	5.4%	8,945	6,998	27.8%	19.9%	7.9%
WW	\$ 10,354	\$ 8,635	19.9%	17.6%	2.3%	\$ 20,198	\$ 16,880	19.7%	16.4%	3.3%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)									
	SECOND QUARTER					SIX MONTHS				
	2018	2017	% Change			2018	2017	% Change		
		Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>MEDICAL DEVICES SEGMENT <sup>(2)(5)</sup></b>										
<b>DIABETES CARE</b>										
US	\$ 129	\$ 160	-19.4%	-19.4%	-	\$ 246	\$ 314	-21.7%	-21.7%	-
Intl	226	261	-13.4%	-16.3%	2.9%	448	506	-11.5%	-16.6%	5.1%
WW	355	421	-15.7%	-17.5%	1.8%	694	820	-15.4%	-18.5%	3.1%
<b>DIAGNOSTICS</b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	-	-	-	-	-	-	1	*	*	*
WW	-	-	-	-	-	-	1	*	*	*
<b>INTERVENTIONAL SOLUTIONS</b>										
US	323	285	13.3%	13.3%	0.0%	627	564	11.2%	11.2%	-
Intl	344	288	19.4%	14.1%	5.3%	680	558	21.9%	14.2%	7.7%
WW	667	573	16.4%	13.7%	2.7%	1,307	1,122	16.5%	12.7%	3.8%
<b>ORTHOPAEDICS</b>										
US	1,332	1,367	-2.6%	-2.6%	-	2,639	2,726	-3.2%	-3.2%	-
Intl	930	926	0.4%	-3.6%	4.0%	1,873	1,842	1.7%	-4.6%	6.3%
WW	2,262	2,293	-1.4%	-3.0%	1.6%	4,512	4,568	-1.2%	-3.8%	2.6%
<b>HIPS</b>										
US	211	208	1.4%	1.4%	-	420	417	0.7%	0.7%	-
Intl	149	142	4.9%	0.8%	4.1%	303	285	6.3%	-0.2%	6.5%
WW	360	350	2.9%	1.2%	1.7%	723	702	3.0%	0.3%	2.7%
<b>KNEES</b>										
US	229	236	-3.0%	-3.0%	-	457	482	-5.2%	-5.2%	-
Intl	153	149	2.7%	-0.8%	3.5%	312	301	3.7%	-2.5%	6.2%
WW	382	385	-0.8%	-2.2%	1.4%	769	783	-1.8%	-4.2%	2.4%
<b>TRAUMA</b>										
US	394	390	1.0%	1.0%	-	801	781	2.6%	2.6%	-
Intl	281	253	11.1%	6.7%	4.4%	570	504	13.1%	6.2%	6.9%
WW	675	643	5.0%	3.3%	1.7%	1,371	1,285	6.7%	4.0%	2.7%
<b>SPINE &amp; OTHER</b>										
US	498	533	-6.6%	-6.6%	-	961	1,046	-8.1%	-8.1%	-
Intl	347	382	-9.2%	-13.2%	4.0%	688	752	-8.5%	-14.5%	6.0%
WW	845	915	-7.7%	-9.4%	1.7%	1,649	1,798	-8.3%	-10.8%	2.5%
<b>SURGERY</b>										
US	1,022	1,012	1.0%	1.0%	-	2,015	2,007	0.4%	0.4%	-
Intl	1,493	1,372	8.8%	5.4%	3.4%	2,923	2,648	10.4%	4.7%	5.7%
WW	2,515	2,384	5.5%	3.5%	2.0%	4,938	4,655	6.1%	2.9%	3.2%
<b>ADVANCED</b>										
US	402	400	0.5%	0.5%	-	795	792	0.4%	0.4%	-
Intl	603	533	13.1%	9.1%	4.0%	1,176	1,018	15.5%	9.3%	6.2%
WW	1,005	933	7.7%	5.4%	2.3%	1,971	1,810	8.9%	5.4%	3.5%
<b>GENERAL</b>										
US	436	423	3.1%	3.1%	-	859	846	1.5%	1.5%	-
Intl	733	691	6.1%	2.9%	3.2%	1,437	1,342	7.1%	1.5%	5.6%
WW	1,169	1,114	4.9%	2.9%	2.0%	2,296	2,188	4.9%	1.5%	3.4%
<b>SPECIALTY</b>										
US	184	189	-2.6%	-2.6%	-	361	369	-2.2%	-2.2%	-
Intl	157	148	6.1%	4.2%	1.9%	310	288	7.6%	3.4%	4.2%
WW	341	337	1.2%	0.4%	0.8%	671	657	2.1%	0.3%	1.8%
<b>VISION</b>										
US	459	405	13.3%	13.3%	-	899	710	26.6%	26.6%	-
Intl	714	650	9.8%	7.2%	2.6%	1,389	1,143	21.5%	16.3%	5.2%
WW	1,173	1,055	11.2%	9.6%	1.6%	2,288	1,853	23.5%	20.3%	3.2%
<b>CONTACT LENSES / OTHER</b>										
US	320	274	16.8%	16.8%	-	629	530	18.7%	18.7%	-
Intl	524	479	9.4%	6.8%	2.6%	1,022	906	12.8%	8.0%	4.8%
WW	844	753	12.1%	10.4%	1.7%	1,651	1,436	15.0%	12.0%	3.0%
<b>SURGICAL</b>										
US	139	131	6.1%	6.1%	-	270	180	50.0%	50.0%	-
Intl	190	171	11.1%	8.6%	2.5%	367	237	54.9%	48.3%	6.6%
WW	329	302	8.9%	7.5%	1.4%	637	417	52.8%	49.1%	3.7%
<b>TOTAL MEDICAL DEVICES</b>										
US	3,265	3,229	1.1%	1.1%	-	6,426	6,321	1.7%	1.7%	-
Intl	3,707	3,497	6.0%	2.5%	3.5%	7,313	6,698	9.2%	3.3%	5.9%
WW	\$ 6,972	\$ 6,726	3.7%	1.9%	1.8%	\$ 13,739	\$ 13,019	5.5%	2.5%	3.0%

\* Percentage greater than 100% or not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Reported as U.S. sales

(4) Products acquired from Actelion acquisition on June 16, 2017

(5) Prior year amounts have been reclassified to conform to current year product disclosure





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