



Johnson & Johnson Reports 2018 Fourth-Quarter Results:

January 22, 2019

2018 Fourth-Quarter Sales of \$20.4 Billion increased 1.0%; EPS was \$1.12
2018 Full-Year Sales of \$81.6 Billion increased 6.7%, Full-Year EPS was \$5.61
Adjusted 2018 Fourth-Quarter EPS was \$1.97, an increase of 13.2%, and Adjusted 2018 Full-Year EPS was \$8.18, an increase of 12.1%*
Strong 2018 Full-Year Operational Sales and Adjusted EPS Growth of 6.3% and 12.1%, Respectively*
\$5 Billion Share Repurchase Program in Progress

NEW BRUNSWICK, N.J., Jan. 22, 2019 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of \$20.4 billion for the fourth quarter of 2018, an increase of 1.0% as compared to the fourth quarter of 2017. Operational sales results increased 3.3% and the negative impact of currency was 2.3%. Domestic sales increased 1.5%. International sales increased 0.4%, reflecting operational growth of 5.1% and a negative currency impact of 4.7%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales for the fourth quarter of 2018 increased 5.3%, domestic sales increased 2.6% and international sales increased 8.3%.

Worldwide sales for the full-year 2018 were \$81.6 billion, an increase of 6.7% versus 2017. Operational results increased 6.3% and the positive impact of currency was 0.4%. Domestic sales increased 5.1%. International sales increased 8.5%, reflecting operational growth of 7.7% and a positive currency impact of 0.8%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales for the full-year 2018 increased 5.5%, domestic sales increased 3.4% and international sales increased 7.8%.

Net earnings and diluted earnings per share for the fourth quarter of 2018 were \$3.0 billion and \$1.12, respectively. Fourth-quarter 2018 net earnings included after-tax intangible amortization expense of approximately \$1.0 billion and a net charge for after-tax special items of approximately \$1.4 billion. Fourth-quarter 2017 net earnings included after-tax intangible amortization expense of approximately \$0.9 billion and a net charge for after-tax special items of approximately \$1.6 billion. Included in these special items was the provisional amount of approximately \$13.6 billion associated with the enactment of tax legislation. Excluding after-tax intangible amortization expense and special items, adjusted net earnings for the current quarter were \$5.4 billion and adjusted diluted earnings per share were \$1.97, representing increases of 12.5% and 13.2%, respectively, as compared to the same period in 2017. On an operational basis, adjusted diluted earnings per share increased 16.1%. A reconciliation of non-GAAP financial measures is included as an accompanying schedule.

Net earnings and diluted earnings per share for the full-year 2018 were \$15.3 billion and \$5.61, respectively. Full-year net earnings included after-tax intangible amortization expense of approximately \$3.9 billion and a net charge for after-tax special items of approximately \$3.1 billion. Full-year 2017 net earnings included after-tax intangible amortization expense of approximately \$2.5 billion and a charge for after-tax special items of approximately \$16.2 billion. Included in these special items was a provisional amount of approximately \$13.6 billion associated with the enactment of tax legislation. Excluding after-tax intangible amortization expense and special items, adjusted net earnings for the full-year of 2018 were \$22.3 billion and adjusted diluted earnings per share were \$8.18, representing increases of 11.4% and 12.1%, respectively, as compared to the same period in 2017. On an operational basis, adjusted diluted earnings per share also increased 10.4%. A reconciliation of non-GAAP financial measures is included as an accompanying schedule.

"Johnson & Johnson delivered another year of strong operational sales growth of 6.3% and achieved our 35th consecutive year of adjusted operational earnings growth at 9.8% in 2018. This can be attributed to accelerated underlying sales performance across each of our businesses, where we also leveraged our scale across the enterprise to improve margins," said Alex Gorsky, Chairman and Chief Executive Officer. "Looking ahead, the strength of our broad-based business and disciplined approach to portfolio management positions us to continue to fuel investments in innovation that enable us to capitalize on strategic opportunities and deliver strong performance over the long-term."

Mr. Gorsky continued, "Our performance is the result of our talented Johnson & Johnson colleagues and their extraordinary dedication to help advance health and well-being for patients and customers around the world."

In December, the Company announced a share repurchase program of up to \$5.0 billion of the Company's common stock. Repurchases may be made at management's discretion from time to time on the open market or through privately negotiated transactions. The repurchase program has no time limit and may be suspended for periods or discontinued at any time.

The Company announced its 2019 full-year guidance for sales of \$80.4 billion to \$81.2 billion reflecting expected operational growth in the range of 0.0% to 1.0% and expected adjusted operational growth in the range of 2.0% to 3.0%. The Company also announced adjusted earnings guidance for full-year 2019 of \$8.50 to \$8.65 per share reflecting expected operational growth in the range of 5.7% to 7.6%. Adjusted earnings guidance excludes the impact of after-tax intangible amortization expense and special items.

Segment Sales Performance

Worldwide Consumer sales of \$13.9 billion for the full-year 2018 represented an increase of 1.8% versus the prior year, consisting of an operational increase of 2.2% and a negative impact from currency of 0.4%. Domestic sales increased 3.5%; international sales increased 0.7%, which reflected an operational increase of 1.4% and a negative currency impact of 0.7%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 3.2%, domestic sales increased 3.1% and international sales increased 3.3%.

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by growth in over-the-counter products, including TYLENOL and MOTRIN analgesics and digestive health products; NEUTROGENA and OGX beauty products; and LISTERINE oral care products. Subsequent to the quarter, the Company announced the completion of the acquisition of Ciz Holdings Co., Ltd., which markets the DR.Ci:LABO, LABO LABO and GENOMER line of skincare products.

Worldwide Pharmaceutical sales of \$40.7 billion for the full-year 2018 represented an increase of 12.4% versus the prior year with an operational increase of 11.8% and a positive impact from currency of 0.6%. Domestic sales increased 8.4%; international sales increased 18.0%, which reflected an operational increase of 16.5% and a positive currency impact of 1.5%. Sales included the impact of Actelion Ltd which contributed 3.4% to worldwide operational sales growth. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 8.4%, domestic sales increased 4.9% and international sales increased 13.5%.

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by STELARA (ustekinumab) and SIMPONI/SIMPONI ARIA (golimumab), biologics 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, INVEGA SUSTENNA/XEPLION/INVEGA TRINZA/TREVICTA (paliperidone palmitate), a long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults, partially offset by declines in REMICADE (infliximab), a biologic approved for the treatment of a number of immune-mediated inflammatory diseases, due to biosimilar entrants.

During the quarter, the U.S. Food and Drug Administration (FDA) approved an additional indication for INVOKANA (canagliflozin) to reduce the risk of major adverse cardiovascular (CV) events, including heart attack, stroke or death due to a cardiovascular cause in adults with type 2 diabetes who have established CV disease. In addition, the European Commission approved apalutamide, a next generation oral androgen receptor inhibitor for the treatment of adult patients with non-metastatic castration-resistant prostate cancer (mCRPC) who are at high risk of developing metastatic disease.

A supplemental Biologics License Application was submitted to the FDA and a Type II Variation Application was submitted to European Medicines Agency (EMA) seeking approval of STELARA (ustekinumab) for the treatment of adults with moderately to severely active ulcerative colitis. A supplemental New Drug Application was submitted to the FDA seeking to broaden the use of XARELTO (rivaroxaban) for the prevention of venous thromboembolism (VTE), or blood clots, in medically ill patients. Two Type II Variation Applications were submitted to EMA for the expanded use of IMBRUVICA (ibrutinib) in combination with obinutuzumab in previously untreated adults with chronic lymphocytic leukemia and in combination with rituximab for the treatment of previously untreated and relapsed/refractory adults with Waldenström's macroglobulinemia.

Additionally, the Company entered into a worldwide collaboration and license agreement with argenx BVBA and argenx SE to develop and commercialize cusatuzumab (ARGX-110), an investigational therapeutic antibody that targets CD70, an immune checkpoint implicated in numerous cancers, including hematological malignancies.

Worldwide Medical Devices sales of \$27.0 billion for the full-year 2018 represented an increase of 1.5% versus the prior year consisting of an operational increase of 1.1% and a positive currency impact of 0.4%. Domestic sales increased 0.1%; international sales increased 2.8%, which reflected an operational increase of 1.9% and a positive currency impact of 0.9%. Sales included the impact of the divestiture of its Lifescan business which negatively impacted worldwide operational sales growth by 1.4%. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 2.6%, domestic sales increased 1.0% and international sales increased 4.0%.

Worldwide operational results, excluding the net impact of acquisitions and divestitures, were driven by electrophysiology products in the Interventional Solutions business; ACUVUE contact lenses and surgical products in the Vision business; wound closure products in the General Surgery business; along with endcutters and biosurgicals in the Advanced Surgery business.

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. 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. A replay and podcast will be available approximately two hours after the live webcast by visiting www.investor.jnj.com.

Copies of the financial schedules accompanying this press release are available at 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.

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 unexpected clinical trial results, additional analysis of existing clinical data, uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; the impact of business combinations and divestitures; challenges to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans, including restructuring plans; 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," in the company's most recently filed Quarterly Report on Form 10-Q and in the company's subsequent filings with the Securities and Exchange Commission. Copies of these filings are available online at www.sec.gov, www.jnj.com or on request from Johnson & Johnson. Any forward-looking statement made in this release speaks only as of the date of this release. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

	FOURTH QUARTER					TWELVE 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.	\$ 1,479	1,379	7.3 %	7.3	-	\$ 5,761	5,565	3.5 %	3.5	-
International	2,057	2,161	(4.8)	0.8	(5.6)	8,092	8,037	0.7	1.4	(0.7)
	3,536	3,540	(0.1)	3.3	(3.4)	13,853	13,602	1.8	2.2	(0.4)
Pharmaceutical										
U.S.	5,936	5,776	2.8	2.8	-	23,286	21,474	8.4	8.4	-
International	4,254	3,905	8.9	13.7	(4.8)	17,448	14,782	18.0	16.5	1.5
	10,190	9,681	5.3	7.2	(1.9)	40,734	36,256	12.4	11.8	0.6
Medical Devices										
U.S.	3,214	3,314	(3.0)	(3.0)	-	12,837	12,824	0.1	0.1	-
International	3,454	3,660	(5.6)	(1.4)	(4.2)	14,157	13,768	2.8	1.9	0.9
	6,668	6,974	(4.4)	(2.2)	(2.2)	26,994	26,592	1.5	1.1	0.4
U.S.	10,629	10,469	1.5	1.5	-	41,884	39,863	5.1	5.1	-
International	9,765	9,726	0.4	5.1	(4.7)	39,697	36,587	8.5	7.7	0.8
Worldwide	\$ 20,394	20,195	1.0 %	3.3	(2.3)	\$ 81,581	76,450	6.7 %	6.3	0.4

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

	FOURTH QUARTER					TWELVE MONTHS				
			Percent Change					Percent Change		
	2018	2017	Total	Operations	Currency	2018	2017	Total	Operations	Currency
Sales to customers by geographic area										
U.S.	\$ 10,629	10,469	1.5 %	1.5	-	\$ 41,884	39,863	5.1 %	5.1	-
Europe	4,730	4,728	0.0	3.9	(3.9)	18,753	17,126	9.5	6.2	3.3
Western Hemisphere excluding U.S.	1,456	1,519	(4.1)	7.7	(11.8)	6,113	6,041	1.2	8.2	(7.0)
Asia-Pacific, Africa	3,579	3,479	2.9	5.8	(2.9)	14,831	13,420	10.5	9.4	1.1
International	9,765	9,726	0.4	5.1	(4.7)	39,697	36,587	8.5	7.7	0.8
Worldwide	\$ 20,394	20,195	1.0 %	3.3	(2.3)	\$ 81,581	76,450	6.7 %	6.3	0.4

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

	FOURTH QUARTER				
	2018		2017*		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 20,394	100.0	\$ 20,195	100.0	1.0
Cost of products sold	6,961	34.1	7,259	36.0	(4.1)
Gross Profit	13,433	65.9	12,936	64.0	3.8
Selling, marketing and administrative expenses	5,991	29.4	6,045	29.9	(0.9)
Research and development expense	3,224	15.8	3,643	18.1	(11.5)
In-process research and development	-	-	408	2.0	
Interest (income) expense, net	54	0.3	189	0.9	
Other (income) expense, net	978	4.8	(53)	(0.3)	
Restructuring	64	0.3	144	0.7	
Earnings before provision for taxes on income	3,122	15.3	2,560	12.7	22.0
Provision for taxes on income	80	0.4	13,273	65.7	N/M
Net earnings/(Loss)	\$ 3,042	14.9	\$ (10,713)	(53.0)	N/M
Net earnings/(Loss) per share (Diluted/Basic)**	\$ 1.12		\$ (3.99)		N/M
Average shares outstanding (Diluted/Basic)**	2,724.0		2,684.9		
Effective tax rate	2.6 %		518.5 %		
Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 6,046	29.6	\$ 5,251	26.0	15.1
Net earnings	\$ 5,372	26.3	\$ 4,777	23.7	12.5
Net earnings per share (Diluted)	\$ 1.97		\$ 1.74		13.2
Average shares outstanding (Diluted)***	2,724.0		2,740.7		
Effective tax rate	11.1 %		9.0 %		

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

** In 2017 basic shares are used to calculate loss per share as use of diluted shares when in a loss position would be anti-dilutive

*** In 2017 difference of 55.8 shares due to anti-dilutive impact on net loss position

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

N/M = Not Meaningful

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

	TWELVE MONTHS				
	2018		2017*		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 81,581	100.0	\$ 76,450	100.0	6.7
Cost of products sold	27,091	33.2	25,439	33.3	6.5
Gross Profit	54,490	66.8	51,011	66.7	6.8

Selling, marketing and administrative expenses	22,540	27.6	21,520	28.1	4.7
Research and development expense	10,775	13.2	10,594	13.9	1.7
In-process research and development	1,126	1.4	408	0.6	
Interest (income) expense, net	394	0.5	549	0.7	
Other (income) expense, net	1,405	1.7	(42)	(0.1)	
Restructuring	251	0.3	309	0.4	
Earnings before provision for taxes on income	17,999	22.1	17,673	23.1	1.8
Provision for taxes on income	2,702	3.3	16,373	21.4	N/M
Net earnings	\$ 15,297	18.8	\$ 1,300	1.7	N/M
Net earnings per share (Diluted)	\$ 5.61		\$ 0.47		N/M
Average shares outstanding (Diluted)	2,728.7		2,745.3		
Effective tax rate	15.0 %		92.6 %		

Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 26,698	32.7	\$ 24,212	31.7	10.3
Net earnings	\$ 22,315	27.4	\$ 20,040	26.2	11.4
Net earnings per share (Diluted)	\$ 8.18		\$ 7.30		12.1
Effective tax rate	16.4 %		17.2 %		

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

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

NM = Not Meaningful

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

(Dollars in Millions Except Per Share Data)	Fourth Quarter		% Incr. / (Decr.)	Twelve Months		% Incr. / (Decr.)
	2018	2017		2018	2017	
Earnings before provision for taxes on income - as reported	\$ 3,122	2,560	22.0 %	\$ 17,999	17,673	1.8 %
Intangible asset amortization expense	1,073	1,077		4,357	2,963	
Litigation expense, net	1,288	645		1,991	1,256	
Actelion acquisition related cost	43	217		243	797	
Restructuring/Other ⁽¹⁾	227	284		700	760	
In-process research and development	-	408		1,126	408	
Diabetes asset impairment	-	35		4	215	
AMO acquisition related cost	27	25		109	140	
Contingent liability reversal	-	-		(184)	-	
Unrealized loss/(gain) on securities	182	-		179	-	
Impact of tax legislation	72	-		72	-	
Other	12	-		102	-	
Earnings before provision for taxes on income - as adjusted	\$ 6,046	5,251	15.1 %	\$ 26,698	24,212	10.3 %
Net Earnings/(Loss) - as reported	\$ 3,042	(10,713)	N/M %	\$ 15,297	1,300	N/M %
Intangible asset amortization expense	957	926		3,888	2,481	
Litigation expense, net	1,113	506		1,722	955	
Actelion acquisition related cost	39	313		232	767	
Restructuring/Other	190	237		585	595	
In-process research and development	-	266		859	266	
Diabetes asset impairment	-	(116)		3	4	
AMO acquisition related cost	21	(198)		89	116	
Contingent liability reversal	-	-		(184)	-	
Unrealized loss/(gain) on securities	143	-		141	-	
Impact of tax legislation ⁽²⁾	(137)	13,556		(390)	13,556	
Other	4	-		73	-	
Net Earnings - as adjusted	\$ 5,372	4,777	12.5 %	\$ 22,315	20,040	11.4 %
Operational Increase			15.4 %			9.8 %
Currency Increase/(Decrease)			(2.9) %			1.6 %
Diluted Net Earnings/(Loss) per share - as reported	\$ 1.12	(3.99)	N/M %	\$ 5.61	0.47	N/M %
Dilutive impact of shares excluded due to net loss position	-	0.08		-	-	
Intangible asset amortization expense	0.35	0.34		1.42	0.90	
Litigation expense, net	0.41	0.19		0.63	0.35	
Actelion acquisition related cost	0.01	0.11		0.09	0.28	
Restructuring/Other	0.07	0.08		0.21	0.22	
In-process research and development	-	0.10		0.32	0.10	
Diabetes asset impairment	-	(0.04)		-	-	
AMO acquisition related cost	0.01	(0.07)		0.03	0.04	
Contingent liability reversal	-	-		(0.07)	-	
Unrealized loss/(gain) on securities	0.05	-		0.05	-	
Impact of tax legislation	(0.05)	4.94		(0.14)	4.94	
Other	-	-		0.03	-	
Diluted Net Earnings per share - as adjusted	\$ 1.97	1.74	13.2 %	\$ 8.18	7.30	12.1 %
Operational Diluted Net Earnings per share - as adjusted at 2016 foreign currency exchange rates		1.67			7.24	
Impact of currency at 2017 foreign currency exchange rates	0.05	0.07		(0.12)	0.06	
Operational Diluted Net Earnings per share - as adjusted at 2017 foreign currency exchange rates	\$ 2.02	1.74	16.1 %	\$ 8.06	7.30	10.4 %

⁽¹⁾ Includes \$32M recorded in cost of products sold and \$131M recorded in other (income) expense for the fourth quarter 2018, and \$42M recorded in cost of products sold and \$98M recorded in other (income) expense for the fourth quarter 2017.
Includes \$105M recorded in cost of products sold and \$344M recorded in other (income) expense for twelve months YTD 2018, and \$88M recorded in cost of products sold and \$363M recorded in other (income) expense for twelve months YTD 2017.

⁽²⁾ Includes foreign currency translation

NM = Not Meaningful

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

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

	Segments			
	Consumer	Pharmaceutical	Medical Devices	Total
	Operational % ⁽¹⁾			
WW As Reported:	3.3%	7.2%	(2.2)%	3.3%
U.S.	7.3%	2.8%	(3.0)%	1.5%
International	0.8%	13.7%	(1.4)%	5.1%
Wound Care / Other				
Compeed	0.7			0.1
U.S.	0.0			0.0
International	1.2			0.3
Beauty				
Nizoral	0.6			0.1
U.S.	0.4			0.0
International	0.8			0.2
OTC				
Zarbees	(0.8)			(0.1)
U.S.	(2.2)			(0.2)
International	0.0			0.0
Diabetes Care				
LifeScan			5.3	1.9
U.S.			3.7	1.2
International			6.8	2.7
All Other Acquisitions and Divestitures	0.0	0.0	0.2	0.0
U.S.	0.0	0.0	0.3	0.1
International	0.0	0.0	0.0	0.0
WW Ops excluding Acquisitions and Divestitures	3.8%	7.2%	3.3%	5.3%
U.S.	5.5%	2.8%	1.0%	2.6%
International	2.8%	13.7%	5.4%	8.3%

⁽¹⁾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
TWELVE MONTHS 2018 ACTUAL vs. 2017 ACTUAL

	Segments			
	Consumer	Pharmaceutical	Medical Devices	Total
	Operational % ⁽¹⁾			
WW As Reported:	2.2%	11.8%	1.1%	6.3%
U.S.	3.5%	8.4%	0.1%	5.1%
International	1.4%	16.5%	1.9%	7.7%
Pulmonary Hypertension				
Actelion		(3.2)		(1.5)
U.S.		(3.4)		(1.8)
International		(2.8)		(1.1)
Cardiovascular / Metabolism / Other				
Actelion		(0.2)		(0.1)
U.S.		(0.1)		(0.1)
International		(0.2)		(0.1)
Spine & Other				
Codman Neuroscience			0.7	0.3
U.S.			0.5	0.2
International			1.1	0.4
Wound Care / Other				
Compeed	0.9			0.2
U.S.	0.0			0.0
International	1.4			0.4
Vision				
Vision Surgical & Eye Health Business			(0.7)	(0.3)
U.S.			(0.7)	(0.2)
International			(0.8)	(0.3)
Beauty				
Nizoral	0.3			0.1
U.S.	0.2			0.0
International	0.4			0.1
OTC				
Zarbees	(0.3)			0.0
U.S.	(0.6)			(0.1)
International	0.0			0.0
Diabetes Care				
LifeScan			1.4	0.5
U.S.			0.9	0.3
International			1.8	0.7
All Other Acquisitions and Divestitures	0.1	0.0	0.1	0.0
U.S.	0.0	0.0	0.2	0.0
International	0.1	0.0	0.0	0.0
WW Ops excluding Acquisitions and Divestitures	3.2%	8.4%	2.6%	5.5%
U.S.	3.1%	4.9%	1.0%	3.4%
International	3.3%	13.5%	4.0%	7.8%

⁽¹⁾Operational growth excludes the effect of translational currency

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT (2)										
BABY CARE										
US	\$ 116	\$ 123	-5.7%	-5.7%	-	\$ 422	\$ 449	-6.0%	-6.0%	-
Intl	357	367	-2.7%	4.8%	-7.5%	1,436	1,467	-2.1%	0.8%	-2.9%
WW	473	490	-3.5%	2.1%	-5.6%	1,858	1,916	-3.0%	-0.8%	-2.2%
BEAUTY										
US	612	596	2.7%	2.7%	-	2,403	2,335	2.9%	2.9%	-
Intl	499	514	-2.9%	2.4%	-5.3%	1,979	1,865	6.1%	6.2%	-0.1%
WW	1,111	1,110	0.1%	2.5%	-2.4%	4,382	4,200	4.3%	4.4%	-0.1%
ORAL CARE										
US	165	156	5.8%	5.8%	-	637	616	3.4%	3.4%	-
Intl	234	237	-1.3%	3.5%	-4.8%	918	915	0.3%	0.5%	-0.2%
WW	399	393	1.5%	4.4%	-2.9%	1,555	1,531	1.6%	1.7%	-0.1%
OTC										
US	491	406	20.9%	20.9%	-	1,850	1,716	7.8%	7.8%	-
Intl	657	699	-6.0%	-2.0%	-4.0%	2,484	2,410	3.1%	2.1%	1.0%
WW	1,148	1,105	3.9%	6.4%	-2.5%	4,334	4,126	5.0%	4.4%	0.6%
WOMEN'S HEALTH										
US	3	3	0.0%	0.0%	-	13	12	8.3%	8.3%	-
Intl	254	259	-1.9%	7.9%	-9.8%	1,036	1,038	-0.2%	3.5%	-3.7%
WW	257	262	-1.9%	7.8%	-9.7%	1,049	1,050	-0.1%	3.5%	-3.6%
WOUND CARE / OTHER										
US	92	95	-3.2%	-3.2%	-	436	437	-0.2%	-0.2%	-
Intl	56	85	-34.1%	-31.2%	-2.9%	239	342	-30.1%	-30.2%	0.1%
WW	148	180	-17.8%	-16.4%	-1.4%	675	779	-13.4%	-13.5%	0.1%
TOTAL CONSUMER										
US	1,479	1,379	7.3%	7.3%	-	5,761	5,565	3.5%	3.5%	-
Intl	2,057	2,161	-4.8%	0.8%	-5.6%	8,092	8,037	0.7%	1.4%	-0.7%
WW	\$ 3,536	\$ 3,540	-0.1%	3.3%	-3.4%	\$ 13,853	\$ 13,602	1.8%	2.2%	-0.4%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT (2)(5)										
IMMUNOLOGY										
US	\$ 2,356	\$ 2,227	5.8%	5.8%	-	\$ 9,073	\$ 8,871	2.3%	2.3%	-
Intl	986	859	14.8%	19.8%	-5.0%	4,047	3,373	20.0%	18.9%	1.1%
WW	3,342	3,086	8.3%	9.7%	-1.4%	13,120	12,244	7.2%	6.9%	0.3%
REMICADE										
US	843	1,073	-21.4%	-21.4%	-	3,664	4,525	-19.0%	-19.0%	-
US Exports ⁽³⁾	90	115	-21.7%	-	-	436	563	-22.6%	-22.6%	-
Intl	305	278	9.7%	15.4%	-5.7%	1,226	1,227	-0.1%	0.5%	-0.6%
WW	1,238	1,466	-15.6%	-14.5%	-1.1%	5,326	6,315	-15.7%	-15.6%	-0.1%
SIMPONI / SIMPONIA										
US	272	253	7.5%	7.5%	-	1,051	954	10.2%	10.2%	-
Intl	210	237	-11.4%	-6.3%	-5.1%	1,033	879	17.5%	16.7%	0.8%
WW	482	490	-1.6%	0.9%	-2.5%	2,084	1,833	13.7%	13.3%	0.4%
STELARA										
US	1,009	740	36.4%	36.4%	-	3,469	2,767	25.4%	25.4%	-
Intl	435	341	27.6%	32.0%	-4.4%	1,687	1,244	35.6%	32.7%	2.9%
WW	1,444	1,081	33.6%	35.0%	-1.4%	5,156	4,011	28.5%	27.6%	0.9%
TREMFYA										
US	142	46	*	*	-	453	62	*	*	-
Intl	33	1	*	*	*	91	1	*	*	*
WW	175	47	*	*	*	544	63	*	*	*
OTHER IMMUNOLOGY⁽⁵⁾										
US	-	-	-	-	-	-	-	-	-	-
Intl	3	2	50.0%	53.1%	-3.1%	10	22	-54.5%	-54.0%	-0.5%
WW	3	2	50.0%	53.1%	-3.1%	10	22	-54.5%	-54.0%	-0.5%
INFECTIOUS DISEASES										
US	372	338	10.1%	10.1%	-	1,378	1,358	1.5%	1.5%	-
Intl	430	462	-6.9%	-2.4%	-4.5%	1,926	1,796	7.2%	5.4%	1.8%
WW	802	800	0.3%	2.9%	-2.6%	3,304	3,154	4.8%	3.8%	1.0%
EDURANT / rilpivirine										
US	16	14	14.3%	14.3%	-	58	58	0.0%	0.0%	-
Intl	177	178	-0.6%	3.0%	-3.6%	758	656	15.5%	11.1%	4.4%
WW	193	192	0.5%	3.9%	-3.4%	816	714	14.3%	10.3%	4.0%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	322	285	13.0%	13.0%	-	1,169	1,109	5.4%	5.4%	-
Intl	173	185	-6.5%	-2.3%	-4.2%	786	712	10.4%	9.5%	0.9%
WW	495	470	5.3%	7.0%	-1.7%	1,955	1,821	7.4%	7.0%	0.4%
OTHER INFECTIOUS DISEASES										
US	34	39	-12.8%	-12.8%	-	151	191	-20.9%	-20.9%	-
Intl	80	99	-19.2%	-12.7%	-6.5%	382	428	-10.7%	-10.1%	-0.6%
WW	114	138	-17.4%	-12.8%	-4.6%	533	619	-13.9%	-13.5%	-0.4%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE										
US	660	699	-5.6%	-5.6%	-	2,574	2,630	-2.1%	-2.1%	-
Intl	840	825	1.8%	6.3%	-4.5%	3,503	3,356	4.4%	3.3%	1.1%
WW	1,500	1,524	-1.6%	0.8%	-2.4%	6,077	5,986	1.5%	0.9%	0.6%
CONCERTA / methylphenidate										
US	38	100	-62.0%	-62.0%	-	229	384	-40.4%	-40.4%	-
Intl	112	103	8.7%	13.2%	-4.5%	434	407	6.6%	6.7%	-0.1%
WW	150	203	-26.1%	-23.8%	-2.3%	663	791	-16.2%	-16.2%	0.0%

INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA										
US	485	436	11.2%	11.2%	-	1,791	1,590	12.6%	12.6%	-
Intl	278	257	8.2%	12.6%	-4.4%	1,137	979	16.1%	13.7%	2.4%
WW	763	693	10.1%	11.7%	-1.6%	2,928	2,569	14.0%	13.1%	0.9%
RISPERDAL CONSTA										
US	77	87	-11.5%	-11.5%	-	315	360	-12.5%	-12.5%	-
Intl	101	110	-8.2%	-3.6%	-4.6%	422	445	-5.2%	-6.4%	1.2%
WW	178	197	-9.6%	-7.1%	-2.5%	737	805	-8.4%	-9.1%	0.7%
OTHER NEUROSCIENCE										
US	60	76	-21.1%	-21.1%	-	239	296	-19.3%	-19.3%	-
Intl	349	355	-1.7%	2.8%	-4.5%	1,510	1,525	-1.0%	-1.6%	0.6%
WW	409	431	-5.1%	-1.4%	-3.7%	1,749	1,821	-4.0%	-4.5%	0.5%
ONCOLOGY										
US	1,063	891	19.3%	19.3%	-	4,331	3,098	39.8%	39.8%	-
Intl	1,426	1,148	24.2%	29.2%	-5.0%	5,513	4,160	32.5%	30.4%	2.1%
WW	2,489	2,039	22.1%	24.9%	-2.8%	9,844	7,258	35.6%	34.4%	1.2%
DARZALEX										
US	323	241	34.0%	34.0%	-	1,203	884	36.1%	36.1%	-
Intl	261	130	*	*	*	822	358	*	*	*
WW	584	371	57.4%	59.6%	-2.2%	2,025	1,242	63.0%	62.4%	0.6%
IMBRUVICA										
US	318	219	45.2%	45.2%	-	1,129	841	34.2%	34.2%	-
Intl	385	303	27.1%	34.1%	-7.0%	1,486	1,052	41.3%	39.9%	1.4%
WW	703	522	34.7%	38.8%	-4.1%	2,615	1,893	38.1%	37.3%	0.8%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	252	271	-7.0%	-3.1%	-3.9%	1,116	1,114	0.2%	-2.0%	2.2%
WW	252	271	-7.0%	-3.1%	-3.9%	1,116	1,114	0.2%	-2.0%	2.2%
ZYTIGA										
US	351	402	-12.7%	-12.7%	-	1,771	1,228	44.2%	44.2%	-
Intl	435	353	23.2%	27.1%	-3.9%	1,727	1,277	35.2%	32.2%	3.0%
WW	786	755	4.1%	5.9%	-1.8%	3,498	2,505	39.6%	38.1%	1.5%
OTHER ONCOLOGY										
US	71	29	*	*	-	228	145	57.2%	57.2%	-
Intl	93	91	2.2%	7.0%	-4.8%	362	359	0.8%	-0.2%	1.0%
WW	164	120	36.7%	40.3%	-3.6%	590	504	17.1%	16.4%	0.7%
PULMONARY HYPERTENSION(4)										
US	436	365	19.5%	19.5%	-	1,651	773	*	*	-
Intl	231	245	-5.7%	-1.7%	-4.0%	922	554	66.4%	64.2%	2.2%
WW	667	610	9.3%	10.9%	-1.6%	2,573	1,327	93.9%	93.0%	0.9%
QPSUMIT										
US	189	146	29.5%	29.5%	-	700	320	*	*	-
Intl	134	123	8.9%	13.8%	-4.9%	515	253	*	*	*
WW	323	269	20.1%	22.3%	-2.2%	1,215	573	*	*	*
TRACLEER										
US	60	76	-21.1%	-21.1%	-	268	161	66.5%	66.5%	-
Intl	64	91	-29.7%	-27.2%	-2.5%	278	242	14.9%	13.2%	1.7%
WW	124	167	-25.7%	-24.4%	-1.3%	546	403	35.5%	34.5%	1.0%
JUPTRAVI										
US	165	117	41.0%	41.0%	-	598	238	*	*	-
Intl	16	13	23.1%	27.3%	-4.2%	65	25	*	*	*
WW	181	130	39.2%	39.6%	-0.4%	663	263	*	*	*
OTHER										
US	22	26	-15.4%	-15.4%	-	85	54	57.4%	57.4%	-
Intl	17	18	-5.6%	0.7%	-6.3%	64	34	88.2%	89.1%	-0.9%
WW	39	44	-11.4%	-8.9%	-2.5%	149	88	69.3%	69.6%	-0.3%
CARDIOVASCULAR / METABOLISM / OTHER										
US	1,049	1,256	-16.5%	-16.5%	-	4,279	4,744	-9.8%	-9.8%	-
Intl	341	366	-6.8%	-1.5%	-5.3%	1,537	1,543	-0.4%	-1.2%	0.8%
WW	1,390	1,622	-14.3%	-13.1%	-1.2%	5,816	6,287	-7.5%	-7.7%	0.2%
XARELTO										
US	608	710	-14.4%	-14.4%	-	2,477	2,500	-0.9%	-0.9%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	608	710	-14.4%	-14.4%	-	2,477	2,500	-0.9%	-0.9%	-
INVOKANA / INVOKAMET										
US	188	221	-14.9%	-14.9%	-	711	944	-24.7%	-24.7%	-
Intl	40	46	-13.0%	-7.9%	-5.1%	170	167	1.8%	1.3%	0.5%
WW	228	267	-14.6%	-13.7%	-0.9%	881	1,111	-20.7%	-20.8%	0.1%
PROCRIT / EPREX										
US	151	164	-7.9%	-7.9%	-	674	675	-0.1%	-0.1%	-
Intl	70	68	2.9%	6.7%	-3.8%	314	297	5.7%	3.7%	2.0%
WW	221	232	-4.7%	-3.6%	-1.1%	988	972	1.6%	1.0%	0.6%
OTHER										
US	102	161	-36.6%	-36.6%	-	417	625	-33.3%	-33.3%	-
Intl	231	252	-8.3%	-2.5%	-5.8%	1,053	1,079	-2.4%	-3.0%	0.6%
WW	333	413	-19.4%	-15.9%	-3.5%	1,470	1,704	-13.7%	-14.1%	0.4%
TOTAL PHARMACEUTICAL										
US	5,936	5,776	2.8%	2.8%	-	23,286	21,474	8.4%	8.4%	-
Intl	4,254	3,905	8.9%	13.7%	-4.8%	17,448	14,782	18.0%	16.5%	1.5%
WW	\$ 10,190	\$ 9,681	5.3%	7.2%	-1.9%	\$ 40,734	\$ 36,256	12.4%	11.8%	0.6%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (SMM)

	FOURTH QUARTER					TWELVE MONTHS				
	2018	2017	% Change			2018	2017	% Change		
			Reported	Operational (1)	Currency			Reported	Operational (1)	Currency
MEDICAL DEVICES SEGMENT (2)(5)										
DIABETES CARE(6)										
US	\$ -	\$ 130	*	*	-	\$ 371	\$ 612	-39.4%	-39.4%	-
Intl	-	260	*	*	*	638	1,003	-36.4%	-36.8%	0.4%
WW	-	390	*	*	*	1,009	1,615	-37.5%	-37.7%	0.2%
DIAGNOSTICS										
US	-	-	-	-	-	-	-	-	-	-
Intl	-	-	-	-	-	-	1	*	*	*
WW	-	-	-	-	-	-	1	*	*	*
INTERVENTIONAL SOLUTIONS										
US	336	305	10.2%	10.2%	0.0%	1,283	1,148	11.8%	11.8%	-
Intl	350	316	10.8%	14.2%	-3.4%	1,363	1,148	18.7%	16.5%	2.2%
WW	686	621	10.5%	12.2%	-1.7%	2,646	2,296	15.2%	14.1%	1.1%
ORTHOPAEDICS										
US	1,358	1,370	-0.9%	-0.9%	-	5,281	5,404	-2.3%	-2.3%	-
Intl	904	916	-1.3%	2.4%	-3.7%	3,604	3,654	-1.4%	-2.9%	1.5%
WW	2,262	2,286	-1.0%	0.5%	-1.5%	8,885	9,058	-1.9%	-2.5%	0.6%
HIPS										
US	220	215	2.3%	2.3%	-	841	827	1.7%	1.7%	-
Intl	145	149	-2.7%	1.4%	-4.1%	577	567	1.8%	0.5%	1.3%

WW	365	364	0.3%	2.0%	-1.7%	1,418	1,394	1.7%	1.2%	0.5%
KNEES										
US	239	246	-2.8%	-2.8%	-	911	948	-3.9%	-3.9%	-
Intl	153	151	1.3%	5.2%	-3.9%	591	575	2.8%	1.5%	1.3%
WW	392	397	-1.3%	0.2%	-1.5%	1,502	1,523	-1.4%	-1.9%	0.5%
TRAUMA										
US	403	397	1.5%	1.5%	-	1,599	1,576	1.5%	1.5%	-
Intl	271	272	-0.4%	3.4%	-3.8%	1,100	1,040	5.8%	4.2%	1.6%
WW	674	669	0.7%	2.2%	-1.5%	2,699	2,616	3.2%	2.5%	0.7%
SPINE & OTHER										
US	496	512	-3.1%	-3.1%	-	1,930	2,053	-6.0%	-6.0%	-
Intl	335	344	-2.6%	0.9%	-3.5%	1,336	1,472	-9.2%	-10.7%	1.5%
WW	831	856	-2.9%	-1.5%	-1.4%	3,266	3,525	-7.3%	-7.9%	0.6%
SURGERY										
US	1,094	1,076	1.7%	1.7%	-	4,125	4,085	1.0%	1.0%	-
Intl	1,493	1,482	0.7%	5.4%	-4.7%	5,776	5,474	5.5%	5.1%	0.4%
WW	2,587	2,558	1.1%	3.8%	-2.7%	9,901	9,559	3.6%	3.4%	0.2%
ADVANCED										
US	441	430	2.6%	2.6%	-	1,657	1,620	2.3%	2.3%	-
Intl	614	593	3.5%	8.0%	-4.5%	2,345	2,136	9.8%	9.1%	0.7%
WW	1,055	1,023	3.1%	5.7%	-2.6%	4,002	3,756	6.5%	6.1%	0.4%
GENERAL										
US	469	452	3.8%	3.8%	-	1,751	1,728	1.3%	1.3%	-
Intl	712	718	-0.8%	3.9%	-4.7%	2,806	2,735	2.6%	2.2%	0.4%
WW	1,181	1,170	0.9%	3.8%	-2.9%	4,557	4,463	2.1%	1.8%	0.3%
SPECIALTY										
US	184	194	-5.2%	-5.2%	-	717	737	-2.7%	-2.7%	-
Intl	167	171	-2.3%	2.7%	-5.0%	625	603	3.6%	4.2%	-0.6%
WW	351	365	-3.8%	-1.4%	-2.4%	1,342	1,340	0.1%	0.4%	-0.3%
VISION										
US	426	433	-1.6%	-1.6%	-	1,777	1,575	12.8%	12.8%	-
Intl	707	686	3.1%	6.8%	-3.7%	2,776	2,488	11.6%	11.0%	0.6%
WW	1,133	1,119	1.3%	3.6%	-2.3%	4,553	4,063	12.1%	11.8%	0.3%
CONTACT LENSES / OTHER										
US	289	290	-0.3%	-0.3%	-	1,237	1,122	10.2%	10.2%	-
Intl	527	510	3.3%	7.2%	-3.9%	2,065	1,914	7.9%	7.4%	0.5%
WW	816	800	2.0%	4.5%	-2.5%	3,302	3,036	8.8%	8.5%	0.3%
SURGICAL										
US	137	143	-4.2%	-4.2%	-	540	453	19.2%	19.2%	-
Intl	180	176	2.3%	5.3%	-3.0%	711	574	23.9%	23.1%	0.8%
WW	317	319	-0.6%	1.1%	-1.7%	1,251	1,027	21.8%	21.4%	0.4%
TOTAL MEDICAL DEVICES										
US	3,214	3,314	-3.0%	-3.0%	-	12,837	12,824	0.1%	0.1%	-
Intl	3,454	3,660	-5.6%	-1.4%	-4.2%	14,157	13,768	2.8%	1.9%	0.9%
WW	\$ 6,668	\$ 6,974	-4.4%	-2.2%	-2.2%	\$ 26,994	\$ 26,592	1.5%	1.1%	0.4%

* 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

(6) Reflects LifeScan divestiture October 2, 2018

Pharmaceutical Supplemental Schedule

Prior quarter amounts have been reclassified to conform to current quarter product disclosure (\$MM)

	2017	2018			
	Full Year	Q1	Q2	Q3	Q4
PHARMACEUTICAL SEGMENT⁽¹⁾					
TREMEFYA					
US	62	66	102	143	142
Intl	1	6	24	28	33
WW	63	72	126	171	175
OTHER IMMUNOLOGY⁽²⁾					
US	-	-	-	-	-
Intl	22	2	3	2	3
WW	22	2	3	2	3

(1) Unaudited

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

View original content to download multimedia: <http://www.prnewswire.com/news-releases/johnson-johnson-reports-2018-fourth-quarter-results-300781914.html>

SOURCE Johnson & Johnson

Press Contacts: Ernie Knewitz, (732) 524-6623, (917) 697-2318 (M), Cristal Downing, (732) 524-3283, (908) 616-8833 (M), Investor Contacts: Christopher DeOrefice, (732) 524-2955, Lisa Romanko, (732) 524-2034