



Johnson & Johnson Reports 2020 Third-Quarter Results

October 13, 2020

- Sales of \$21.1 billion reflecting an overall and operational increase of 1.7%, and adjusted operational increase of 2.0%* despite the estimated negative impact of the COVID-19 pandemic

- EPS of \$1.33 increased 101.5%; adjusted EPS of \$2.20 increased 3.8%*

- Company increasing guidance for Full Year Reported Sales by \$1.0 billion and Adjusted EPS by \$0.15 driven by the strength of the recovery and strong underlying business fundamentals

NEW BRUNSWICK, N.J., Oct. 13, 2020 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced results for third-quarter 2020. "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," said Alex Gorsky, Chairman and Chief Executive Officer. "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."

OVERALL FINANCIAL RESULTS:

(\$ in Millions, except EPS)	THIRD QUARTER		
	2020	2019	% Change
Reported Sales	\$ 21,082	\$ 20,729	1.7%
Net Earnings	3,554	1,753	102.7%
EPS (diluted)	\$ 1.33	\$ 0.66	101.5%

(\$ in Millions, except EPS)	THIRD QUARTER		
	2020	2019	% Change
Operational Sales ^{1,2}	N/A	N/A	1.7%
Adjusted Operational Sales ^{1,3}	N/A	N/A	2.0%
Adjusted Net Earnings ^{1,4}	5,868	5,672	3.5%
Adjusted EPS (diluted) ^{1,4}	\$ 2.20	\$ 2.12	3.8%

¹ Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

⁴ Excludes intangible amortization expense and special items

REGIONAL SALES RESULTS:

(\$ in Millions) ¹	THIRD QUARTER		% Change			
	2020 ²	2019 ²	Reported ²	Operational ^{1,2}	Currency ²	Adjusted Operational ^{1,3}
U.S.	\$ 11,086	\$ 10,791	2.7%	2.7%	-	2.8
International	9,996	9,938	0.6%	0.6%	0.0	1.1
Worldwide	\$ 21,082	\$ 20,729	1.7%	1.7%	0.0	2.0

¹ Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

Note: values may have been rounded

SEGMENT SALES RESULTS:

(\$ in Millions) ¹	THIRD QUARTER		% Change			
	2020 ¹	2019 ¹	Reported ²	Operational ^{1,2}	Currency ¹	Adjusted Operational ^{1,3}
Consumer Health	\$ 3,514	\$ 3,469	1.3%	3.0	(1.7)	3.1
Pharmaceutical	11,418	10,877	5.0%	4.6	0.4	4.7
Medical Devices	6,150	6,383	(3.6)%	(3.9)	0.3	(3.3)
Worldwide	\$ 21,082	\$ 20,729	1.7%	1.7	0.0	2.0

¹ Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures included in accompanying schedules

² Excludes the impact of translational currency

³ Excludes the net impact of acquisitions and divestitures and translational currency

Note: values may have been rounded

SEGMENT COMMENTARY:

Consumer Health

Consumer Health worldwide operational sales, excluding the net impact of acquisitions and divestitures, increased by 3.1%*, inclusive of the net negative impact of COVID-19 primarily in international over-the-counter products. Sales growth was driven by U.S. growth in over-the-counter products including TYLENOL analgesics and digestive health products; LISTERINE mouthwash in oral care products; OGX in skin health/beauty products; and wound care products, primarily BAND-AID® Brand Adhesive Bandages.

Pharmaceutical

Pharmaceutical worldwide operational sales, excluding the net impact of acquisitions and divestitures, grew 4.7%* driven by DARZALEX (daratumumab), for the treatment of multiple myeloma, STELARA (ustekinumab), a biologic for the treatment of a number of immune-mediated inflammatory diseases, IMBRUVICA (ibrutinib), an oral, once-daily therapy approved for use in treating certain B-cell malignancies, a type of blood or lymph node cancer, INVEGA SUSTENNA/XEPLION/INVEGA TRINZA/TREVICTA (paliperidone palmitate), long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults, OPSUMIT (macitentan), an oral endothelin receptor antagonist indicated for the treatment of pulmonary arterial hypertension to delay disease progression, UPTRAVI (selexipag), an oral prostacyclin receptor agonist used to treat pulmonary arterial hypertension and reduce hospitalization, and ERLEADA (apalutamide), a next-generation androgen receptor inhibitor for the treatment of patients with prostate cancer. This growth was partially offset by the negative impact of COVID-19 as well as biosimilar and generic competition, with declines primarily in REMICADE (infliximab), a biologic approved for the treatment of a number of immune-mediated inflammatory diseases, and ZYTIGA (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone for the treatment of metastatic castration-resistant prostate cancer.

Medical Devices

Medical Devices worldwide operational sales, excluding the net impact of acquisitions and divestitures, declined by 3.3%*. The decline was primarily driven by the negative impact of the COVID-19 pandemic and the associated deferral of medical procedures to our Surgery, Orthopaedics, and Vision businesses. Results reflect market recovery versus the second quarter. The decline was partially offset by growth in the Interventional Solutions business led by electrophysiology products.

NOTABLE NEW ANNOUNCEMENTS IN THE QUARTER:

The information contained in this section should be read in conjunction with Johnson & Johnson's other disclosures filed with the Securities and Exchange Commission, including its Current Reports on Form 8-K, Quarterly Reports on Form 10-Q and Annual Reports on Form 10-K. Copies of these filings are available online at www.sec.gov, www.jnj.com or on request from Johnson & Johnson. The reader is also encouraged to review all other news releases available online in the Investors section of the Company's website at news.releases.

Regulatory Approvals	THERMOCOOL SMARTTOUCH – Biosense Webster Receives FDA Approval for SF Ablation Catheter for the Treatment of Persistent Atrial Fibrillation ¹	(press release)
	SIMPONI ARIA (golimumab) – Approved by the U.S. Food and Drug Administration for Active Polyarticular Juvenile Idiopathic Arthritis and Extension of Its Active Psoriatic Arthritis Indication in Patients 2 Years of Age and Older	(press release)

	SPRAVATO (esketamine) – Janssen Announces U.S. FDA Approval of CIII Nasal Spray to Treat Depressive Symptoms in Adults with Major Depressive Disorder with Acute Suicidal Ideation or Behavior	(press release)
	DARZALEX (daratumumab) – U.S. FDA Approves New DARZALEX-Based Combination Regimen for Patients with Relapsed/Refractory Multiple Myeloma	(press release)
	STELARA (ustekinumab) – U.S. Food and Drug Administration Approves Treatment of Pediatric Patients with Moderate to Severe Plaque Psoriasis	(press release)
Regulatory Submissions	UPTRAVI (selezipag) – Janssen Submits New Drug Application (NDA) to U.S. FDA for Injection for Intravenous Use to Treat Pulmonary Arterial Hypertension (PAH)	(press release)
	DARZALEX FASPRO (daratumumab and hyaluronidase-fihj) – Janssen Submits Application Seeking U.S. FDA Approval for the Treatment of Patients with Light Chain (AL) Amyloidosis	(press release)
Other	Johnson & Johnson Announces European Commission Approval of Agreement to Supply 200 Million Doses of Janssen's COVID-19 Vaccine Candidate ¹	(press release)
	Johnson & Johnson Completes Acquisition of Momenta Pharmaceuticals, Inc. ¹	(press release)
	Johnson & Johnson Initiates Pivotal Global Phase 3 Clinical Trial of Janssen's COVID-19 Vaccine Candidate	(press release)
	CERENOVUS Launches New Suite of Technologies to Advance Stroke Treatment	(press release)
	Johnson & Johnson Announces that Janssen's COVID-19 Investigational Vaccine Candidate Prevents Severe Clinical Disease in Pre-clinical Studies	(press release)
	Janssen to Discontinue Pimodivir Influenza Development Program	(press release)
	Johnson & Johnson Announces Agreement with U.S. Government for 100 Million Doses of Investigational COVID-19 Vaccine	(press release)
	U.S. FDA Grants Ethicon Breakthrough Device Designation for Monarch-enabled NeuWave Microwave Ablation Technology	(press release)

¹ Subsequent to the quarter

FULL-YEAR 2020 GUIDANCE:

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.

The estimated impact of the COVID-19 pandemic is included in the guidance below.

October 2020 July 2020

(\$ in Billions, except EPS)

Adjusted Operational Sales ^{1,2}	0.5% – 1.5%	(0.8%) – 1.0%
Change vs. Prior Year		
Operational Sales ²	\$82.0 to \$82.8	\$81.0 to \$82.5
Change vs. Prior Year	0.0% – 1.0%	(1.3%) – 0.5%
Estimated Reported Sales ³	\$81.2 to \$82.0	\$79.9 to \$81.4
Change vs. Prior Year	(1.0%) – 0.0%	(2.6%) – (0.8%)

Adjusted Operational EPS (Diluted) ^{2,4}	\$7.95 to \$8.05	\$7.85 to \$8.05
Change vs. Prior Year	(8.4%) - (7.3%)	(9.6%) - (7.3%)
Adjusted EPS (Diluted) ^{3,4}	\$7.95 to \$8.05	\$7.75 to \$7.95
Change vs. Prior Year	(8.4%) – (7.3%)	(10.7%) – (8.4%)

¹ Non-GAAP financial measure; excludes the net impact of acquisitions and divestitures

² Non-GAAP financial measure; excludes the impact of translational currency

³ Calculated using Euro Average Rate: October 2020 = \$1.14 Euro Average Rate: July 2020 = \$1.12 (Illustrative purposes only)

⁴ Non-GAAP financial measure; excludes intangible amortization expense and special items

Other modeling considerations will be provided on the [webcast](#).

WEBCAST INFORMATION:

Johnson & Johnson will conduct a conference call with investors to discuss this earnings 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](#). A replay and podcast will be available approximately two hours after the live webcast in the Investors section of the Company's website at [events-and-presentations](#).

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.

NON-GAAP FINANCIAL MEASURES:

*Operational sales growth excluding the impact of translational currency, adjusted operational sales growth excluding the net impact of acquisitions and divestitures and translational currency, as well as adjusted net earnings, adjusted diluted earnings per share and adjusted operational 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 Investors section of the Company's website at [quarterly-results](#).

Copies of the financial schedules accompanying this earnings release are available on the Company's website at [quarterly-results](#). 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 also be found in the Investors section of the Company's website at [quarterly-results](#).

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: risks related to the impact of the COVID-19 global pandemic, such as the scope and duration of the outbreak, government actions and restrictive measures implemented in response, material delays and cancellations of medical procedures, supply chain disruptions and other impacts to the business, or on the Company's ability to execute business continuity plans, as a result of the COVID-19 pandemic, 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; 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 and global health care reforms; 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 29, 2019, 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 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.

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
	2020	2019	Total	Percent Change		2020	2019	Total	Percent Change	
				Operations	Currency				Operations	Currency
Sales to customers by segment of business										
Consumer Health										
U.S.	\$ 1,556	1,394	11.6 %	11.6	-	\$ 4,853	4,369	11.1 %	11.1	-
International	1,958	2,075	(5.6)	(2.7)	(2.9)	5,582	5,962	(6.4)	(2.2)	(4.2)
	3,514	3,469	1.3	3.0	(1.7)	10,435	10,331	1.0	3.4	(2.4)
Pharmaceutical										
U.S.	6,438	6,340	1.5	1.5	-	18,619	17,705	5.2	5.2	-
International	4,980	4,537	9.7	8.8	0.9	14,685	13,945	5.3	7.4	(2.1)
	11,418	10,877	5.0	4.6	0.4	33,304	31,650	5.2	6.1	(0.9)

Medical Devices										
U.S.	3,092	3,057	1.2	1.2	-	7,852	9,249	(15.1)	(15.1)	-
International	3,058	3,326	(8.1)	(8.5)	0.4	8,518	10,082	(15.5)	(14.1)	(1.4)
	6,150	6,383	(3.6)	(3.9)	0.3	16,370	19,331	(15.3)	(14.6)	(0.7)
U.S.	11,086	10,791	2.7	2.7	-	31,324	31,323	0.0	0.0	-
International	9,996	9,938	0.6	0.6	0.0	28,785	29,989	(4.0)	(1.7)	(2.3)
Worldwide	\$ 21,082	20,729	1.7	1.7	0.0	\$ 60,109	61,312	(2.0)	(0.8)	(1.2)

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

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
	2020	2019	Percent Change			2020	2019	Percent Change		
			Total	Operations	Currency			Total	Operations	Currency
Sales to customers by geographic area										
U.S.	\$ 11,086	10,791	2.7 %	2.7	-	\$ 31,324	31,323	0.0 %	0.0	-
Europe	4,819	4,461	8.0	4.6	3.4	13,709	13,803	(0.7)	0.1	(0.8)
Western Hemisphere excluding U.S.	1,296	1,488	(12.9)	(1.2)	(11.7)	3,931	4,446	(11.6)	(0.4)	(11.2)
Asia-Pacific, Africa	3,881	3,989	(2.7)	(3.2)	0.5	11,145	11,740	(5.1)	(4.3)	(0.8)
International	9,996	9,938	0.6	0.6	0.0	28,785	29,989	(4.0)	(1.7)	(2.3)
Worldwide	\$ 21,082	20,729	1.7 %	1.7	0.0	\$ 60,109	61,312	(2.0) %	(0.8)	(1.2)

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	THIRD QUARTER					
	2020		2019		Percent Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		
Sales to customers	\$ 21,082	100.0	\$ 20,729	100.0	1.7	
Cost of products sold	6,972	33.1	6,867	33.1	1.5	
Gross Profit	14,110	66.9	13,862	66.9	1.8	
Selling, marketing and administrative expenses	5,431	25.8	5,374	26.0	1.1	
Research and development expense	2,840	13.5	2,599	12.5	9.3	
In-process research and development	138	0.6	-	-	-	
Interest (income) expense, net	32	0.1	(41)	(0.2)	-	
Other (income) expense, net	1,200	5.7	4,214	20.3	-	
Restructuring	68	0.3	69	0.4	-	
Earnings before provision for taxes on income	4,401	20.9	1,647	7.9	167.2	
Provision for/(Benefit from) taxes on income	847	4.0	(106)	(0.6)	-	
Net earnings	\$ 3,554	16.9	\$ 1,753	8.5	102.7	
Net earnings per share (Diluted)	\$ 1.33		\$ 0.66		101.5	
Average shares outstanding (Diluted)	2,669.3		2,669.9			
Effective tax rate	19.2 %		(6.4) %			
Adjusted earnings before provision for taxes and net earnings ⁽¹⁾						
Earnings before provision for taxes on income	\$ 7,246	34.4	\$ 7,116	34.3	1.8	
Net earnings	\$ 5,868	27.8	\$ 5,672	27.4	3.5	
Net earnings per share (Diluted)	\$ 2.20		\$ 2.12		3.8	
Effective tax rate	19.0 %		20.3 %			

⁽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					
	2020		2019		Percent Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		
Sales to customers	\$ 60,109	100.0	\$ 61,312	100.0	(2.0)	
Cost of products sold	20,613	34.3	20,422	33.3	0.9	
Gross Profit	39,496	65.7	40,890	66.7	(3.4)	
Selling, marketing and administrative expenses	15,627	26.0	16,139	26.3	(3.2)	
Research and development expense	8,127	13.5	8,123	13.3	0.0	
In-process research and development	144	0.3	890	1.4	-	
Interest (income) expense, net	16	0.0	(43)	(0.1)	-	
Other (income) expense, net	545	0.9	2,509	4.1	-	
Restructuring	187	0.3	162	0.3	-	
Earnings before provision for taxes on income	14,850	24.7	13,110	21.4	13.3	
Provision for taxes on income	1,874	3.1	2,001	3.3	(6.3)	
Net earnings	\$ 12,976	21.6	\$ 11,109	18.1	16.8	
Net earnings per share (Diluted)	\$ 4.86		\$ 4.13		17.7	
Average shares outstanding (Diluted)	2,670.8		2,688.1			

Effective tax rate 12.6 % 15.3 %

Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 19,827	33.0	\$ 22,597	36.9	(12.3)
Net earnings	\$ 16,468	27.4	\$ 18,283	29.8	(9.9)
Net earnings per share (Diluted)	\$ 6.17		\$ 6.80		(9.3)
Effective tax rate	16.9 %		19.1 %		

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

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

(Dollars in Millions Except Per Share Data)	Third Quarter		Nine Months Ended	
	2020	2019	2020	2019
Net Earnings, after tax- as reported	\$3,554	\$1,753	\$12,976	\$11,109
<i>Pre-tax Adjustments</i>				
Intangible Asset Amortization expense	1,181	1,138	3,426	3,386
Litigation expense, net	1,477	4,000	2,210	4,832
IPR&D	138	-	144	890
Restructuring related	130	128	363	360
Acquisition and Integration related ¹	(154)	107	(1,087)	229
Unrealized (gains)/losses on securities	32	89	(174)	(217)
Medical Device Regulation ²	38	-	89	-
Other	3	7	6	7
<i>Tax Adjustments</i>				
Tax impact on special item adjustments ³	(482)	(1,159)	(1,002)	(1,922)
Tax legislation and related impacts	(49)	(391)	(483)	(391)
Adjusted Net Earnings, after tax	\$5,868	\$5,672	\$16,468	\$18,283
Average shares outstanding (Diluted)	2,669.3	2,669.9	2,670.8	2,688.1
Adjusted net earnings per share (Diluted)	\$2.20	\$2.12	\$6.17	\$6.80
Operational adjusted net earnings per share (Diluted)	\$2.17		\$6.18	

Notes:

- Acquisition and integration related costs for 2020 primarily includes a Contingent Consideration reversal (\$165M in third quarter and \$1,148M in nine months) related to the timing of certain developmental milestones associated with the Auris Health acquisition.
- 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 are 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 Medical Devices operating segments' measures of profit and loss used for making operating decisions and assessing performance.
- 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 Measure

Adjusted Operational Sales Growth
THIRD QUARTER 2020 ACTUAL vs. 2019 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	Medical Devices	Total
WW As Reported	1.3%	5.0%	(3.6)%	1.7%
U.S.	11.6%	1.5%	1.2%	2.7%
International	(5.6)%	9.7%	(8.1)%	0.6%
WW Currency	(1.7)	0.4	0.3	0.0
U.S.	-	-	-	-
International	(2.9)	0.9	0.4	0.0
WW Operational	3.0%	4.6%	(3.9)%	1.7%
U.S.	11.6%	1.5%	1.2%	2.7%
International	(2.7)%	8.8%	(8.5)%	0.6%
General Surgery				
Advanced Sterilization Products			0.5	0.2
U.S.			0.0	0.0
International			0.9	0.4
Baby Care				
Baby Center	0.1			0.0
U.S.	0.4			0.1
International	0.0			0.0
All Other Acquisitions and Divestitures	0.0	0.1	0.0	0.1
U.S.	0.0	0.0	0.1	0.0
International	(0.1)	0.3	0.0	0.1
WW Adjusted Operational	3.1%	4.7%	(3.3)%	2.0%
U.S.	12.0%	1.5%	1.3%	2.8%
International	(2.8)%	9.2%	(7.6)%	1.1%

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 2020 ACTUAL vs. 2019 ACTUAL

Segments				
	Consumer Health	Pharmaceutical	Medical Devices	Total
WW As Reported	1.0%	5.2%	(15.3)%	(2.0)%
U.S.	11.1%	5.2%	(15.1)%	0.0%
International	(6.4)%	5.3%	(15.5)%	(4.0)%
WW Currency	(2.4)	(0.9)	(0.7)	(1.2)
U.S.	-	-	-	-
International	(4.2)	(2.1)	(1.4)	(2.3)
WW Operational	3.4%	6.1%	(14.6)%	(0.8)%
U.S.	11.1%	5.2%	(15.1)%	0.0%
International	(2.2)%	7.4%	(14.1)%	(1.7)%
Skin Health / Beauty				
<i>Dr. Ci Labo - Japan</i>	(0.1)			0.0
U.S.	0.0			0.0
International	(0.2)			0.0
General Surgery				
<i>Advanced Sterilization Products</i>			0.9	0.3
U.S.			0.8	0.3
International			0.9	0.4
Baby Care				
<i>Baby Center</i>	0.2			0.0
U.S.	0.6			0.1
International	0.0			0.0
All Other Acquisitions and Divestitures	(0.1)	0.2	0.0	0.1
U.S.	0.0	0.0	0.0	0.0
International	(0.1)	0.3	0.0	0.1
WW Adjusted Operational	3.4%	6.3%	(13.7)%	(0.4)%
U.S.	11.7%	5.2%	(14.3)%	0.4%
International	(2.6)%	7.7%	(13.1)%	(1.3)%

Note: Percentages are based on actual, non-rounded figures and may not sum

REPORTED SALES vs. PRIOR PERIOD (\$MM)
THIRD QUARTER

REPORTED SALES vs. PRIOR PERIOD (\$MM)
NINE MONTHS

CONSUMER HEALTH SEGMENT (2.3)

	% Change				
	2020	2019	Reported	Operational (1)	Currency
OTC					
US	\$ 601	477	26.0%	26.0%	-
Intl	541	621	-12.9%	-12.9%	0.0%
WW	1,142	1,098	4.0%	4.0%	0.0%
SKIN HEALTH / BEAUTY(4)					
US	572	559	2.4%	2.4%	-
Intl	577	592	-2.7%	-0.5%	-2.2%
WW	1,149	1,151	-0.2%	0.9%	-1.1%
ORAL CARE					
US	164	156	5.5%	5.5%	-
Intl	248	223	10.7%	14.4%	-3.7%
WW	412	379	8.5%	10.8%	-2.3%
BABY CARE					
US	91	91	-1.0%	-1.0%	-
Intl	302	326	-7.2%	-0.6%	-6.6%
WW	393	417	-5.9%	-0.7%	-5.2%
WOMEN'S HEALTH					
US	3	3	-6.9%	-6.9%	-
Intl	227	252	-9.6%	-4.0%	-5.6%
WW	230	255	-9.6%	-4.1%	-5.5%
WOUND CARE / OTHER					
US	125	109	15.2%	15.2%	-
Intl	64	59	7.4%	10.3%	-2.9%
WW	189	168	12.5%	13.5%	-1.0%
TOTAL CONSUMER HEALTH					
US	1,556	1,394	11.6%	11.6%	-
Intl	1,958	2,075	-5.6%	-2.7%	-2.9%
WW	\$ 3,514	3,469	1.3%	3.0%	-1.7%

	% Change				
	2020	2019	Reported	Operational (1)	Currency
OTC					
US	\$ 1,917	1,468	30.6%	30.6%	-
Intl	1,722	1,781	-3.3%	-0.6%	-2.7%
WW	3,639	3,249	12.0%	13.5%	-1.5%
SKIN HEALTH / BEAUTY(4)					
US	1,767	1,810	-2.4%	-2.4%	-
Intl	1,506	1,633	-7.8%	-4.9%	-2.9%
WW	3,273	3,443	-5.0%	-3.6%	-1.4%
ORAL CARE					
US	510	462	10.4%	10.4%	-
Intl	694	673	3.0%	7.9%	-4.9%
WW	1,204	1,135	6.0%	8.9%	-2.9%
BABY CARE					
US	279	277	0.5%	0.5%	-
Intl	831	977	-14.9%	-8.6%	-6.3%
WW	1,110	1,254	-11.5%	-6.6%	-4.9%
WOMEN'S HEALTH					
US	10	9	7.3%	7.3%	-
Intl	654	724	-9.6%	-2.8%	-6.8%
WW	664	733	-9.4%	-2.7%	-6.7%
WOUND CARE / OTHER					
US	370	343	8.0%	8.0%	-
Intl	175	173	1.3%	5.4%	-4.1%
WW	545	516	5.8%	7.2%	-1.4%
TOTAL CONSUMER HEALTH					
US	4,853	4,369	11.1%	11.1%	-
Intl	5,582	5,962	-6.4%	-2.2%	-4.2%
WW	\$ 10,435	10,331	1.0%	3.4%	-2.4%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)
THIRD QUARTER

REPORTED SALES vs. PRIOR PERIOD (\$MM)
NINE MONTHS

PHARMACEUTICAL SEGMENT (2.5)

	% Change				
	2020	2019	Reported	Operational (1)	Currency
IMMUNOLOGY					
US	\$ 2,558	2,582	-0.9%	-0.9%	-
Intl	1,230	1,129	9.0%	8.4%	0.6%
WW	3,789	3,711	2.1%	1.9%	0.2%
REMICADE					
US	634	749	-15.4%	-15.4%	-
US Exports (6)	78	88	-11.3%	-11.3%	-
Intl	209	299	-30.1%	-28.0%	-2.1%
WW	921	1,136	-18.9%	-18.4%	-0.5%
SIMPONI / SIMPONLARIA					

	% Change				
	2020	2019	Reported	Operational (1)	Currency
IMMUNOLOGY					
US	\$ 7,330	7,124	2.9%	2.9%	-
Intl	3,619	3,304	9.5%	11.9%	-2.4%
WW	10,950	10,428	5.0%	5.7%	-0.7%
REMICADE					
US	1,852	2,324	-20.3%	-20.3%	-
US Exports (6)	321	226	42.1%	42.1%	-
Intl	673	795	-15.3%	-11.6%	-3.7%
WW	2,846	3,345	-14.9%	-14.0%	-0.9%

US	312	313	-0.4%	-0.4%	-
Intl	280	273	2.4%	2.2%	0.2%
WW	592	586	0.9%	0.8%	0.1%
STELARA					
US	1,313	1,212	8.4%	8.4%	-
Intl	634	487	30.3%	28.1%	2.2%
WW	1,947	1,698	14.7%	14.0%	0.7%
TREMFEYA					
US	222	221	0.4%	0.4%	-
Intl	105	69	54.4%	50.4%	4.0%
WW	327	290	13.1%	12.2%	0.9%
OTHER IMMUNOLOGY					
US	-	-	-	-	-
Intl	3	2	35.6%	44.6%	-9.0%
WW	3	2	35.6%	44.6%	-9.0%
INFECTIOUS DISEASES					
US	413	418	-1.1%	-1.1%	-
Intl	451	421	7.0%	6.3%	0.7%
WW	864	839	3.0%	2.6%	0.4%
EDURANT / rilpivirine					
US	11	12	-12.0%	-12.0%	-
Intl	226	206	9.3%	5.0%	4.3%
WW	236	218	8.1%	4.1%	4.0%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	379	373	1.5%	1.5%	-
Intl	147	135	9.1%	12.1%	-3.0%
WW	526	508	3.5%	4.3%	-0.8%
OTHER INFECTIOUS DISEASES					
US	24	33	-26.6%	-26.6%	-
Intl	78	80	-2.3%	-0.4%	-1.9%
WW	102	113	-9.4%	-8.1%	-1.3%

US	840	857	-2.0%	-2.0%	-
Intl	827	816	1.3%	3.9%	-2.6%
WW	1,667	1,673	-0.4%	0.9%	-1.3%
STELARA					
US	3,668	3,152	16.4%	16.4%	-
Intl	1,795	1,509	19.0%	20.6%	-1.6%
WW	5,463	4,661	17.2%	17.7%	-0.5%
TREMFEYA					
US	650	565	15.0%	15.0%	-
Intl	316	177	78.7%	79.1%	-0.4%
WW	965	742	30.2%	30.3%	-0.1%
OTHER IMMUNOLOGY					
US	-	-	-	-	-
Intl	9	8	12.4%	19.1%	-6.7%
WW	9	8	12.4%	19.1%	-6.7%
INFECTIOUS DISEASES					
US	1,265	1,162	8.9%	8.9%	-
Intl	1,397	1,385	0.9%	3.8%	-2.9%
WW	2,662	2,547	4.5%	6.1%	-1.6%
EDURANT / rilpivirine					
US	33	36	-8.6%	-8.6%	-
Intl	684	603	13.3%	13.8%	-0.5%
WW	716	639	12.1%	12.6%	-0.5%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	1,154	1,032	11.8%	11.8%	-
Intl	461	534	-13.7%	-8.8%	-4.9%
WW	1,615	1,566	3.1%	4.8%	-1.7%
OTHER INFECTIOUS DISEASES					
US	79	94	-16.6%	-16.6%	-
Intl	252	248	1.8%	6.3%	-4.5%
WW	331	342	-3.2%	0.0%	-3.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)
THIRD QUARTER

REPORTED SALES vs. PRIOR PERIOD (\$MM)
NINE MONTHS

	% Change				
	2020	2019	Reported	Operational (1)	Currency
NEUROSCIENCE					
US	759	785	-3.5%	-3.5%	-
Intl	846	810	4.5%	4.1%	0.4%
WW	1,605	1,595	0.6%	0.4%	0.2%
CONCERTA / Methylphenidate					
US	43	84	-49.2%	-49.2%	-
Intl	107	109	-2.0%	-1.7%	-0.3%
WW	149	193	-22.6%	-22.5%	-0.1%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	585	554	5.6%	5.6%	-
Intl	341	297	14.9%	12.6%	2.3%
WW	926	851	8.8%	8.0%	0.8%
RISPERDAL CONSTA					
US	70	79	-11.0%	-11.0%	-
Intl	81	89	-8.9%	-8.9%	1.1%
WW	152	167	-9.3%	-9.9%	0.6%
OTHER NEUROSCIENCE					
US	60	68	-11.3%	-11.3%	-
Intl	317	316	0.3%	1.7%	-1.4%
WW	377	384	-1.8%	-0.6%	-1.2%
ONCOLOGY					
US	1,267	1,171	8.2%	8.2%	-
Intl	1,862	1,590	17.1%	15.5%	1.6%
WW	3,129	2,761	13.3%	12.4%	0.9%
DARZALEX					
US	585	402	46.0%	46.0%	-
Intl	514	363	41.5%	40.5%	1.0%
WW	1,099	765	43.8%	43.4%	0.4%
ERLEADA					
US	152	74	*	*	-
Intl	55	12	*	*	*
WW	206	86	*	*	*
IMBRUVICA					
US	450	447	0.7%	0.7%	-
Intl	581	475	22.5%	21.2%	1.3%
WW	1,031	921	11.9%	11.2%	0.7%
VELCADE					
US	-	-	-	-	-
Intl	105	149	-30.1%	-30.8%	0.7%
WW	105	149	-30.1%	-30.8%	0.7%
ZYTIGA / abiraterone acetate					
US	58	233	-75.2%	-75.2%	-
Intl	532	508	4.8%	2.2%	2.6%
WW	590	741	-20.4%	-22.1%	1.7%
OTHER ONCOLOGY					
US	21	17	35.3%	35.3%	-
Intl	76	83	-8.8%	-10.1%	1.3%
WW	98	100	-1.7%	-2.8%	1.1%
PULMONARY HYPERTENSION					
US	510	427	19.4%	19.4%	-
Intl	239	227	5.2%	3.7%	1.5%
WW	749	654	14.5%	13.9%	0.6%
OPSUMIT					
US	244	206	18.1%	18.1%	-
Intl	148	140	5.5%	3.9%	1.6%
WW	392	347	13.0%	12.3%	0.7%
UPTRAVI					
US	226	185	22.4%	22.4%	-
Intl	34	25	32.3%	28.9%	3.4%
WW	260	210	23.6%	23.2%	0.4%
OTHER PULMONARY HYPERTENSION					
US	40	36	11.5%	11.5%	-
Intl	57	61	-6.7%	-7.4%	0.7%
WW	97	96	0.1%	-0.3%	0.4%

	% Change				
	2020	2019	Reported	Operational (1)	Currency
NEUROSCIENCE					
US	2,285	2,172	5.2%	5.2%	-
Intl	2,565	2,590	-1.0%	0.9%	-1.9%
WW	4,850	4,762	1.8%	2.9%	-1.1%
CONCERTA / Methylphenidate					
US	150	196	-23.6%	-23.6%	-
Intl	319	348	-8.2%	-6.4%	-1.8%
WW	469	544	-13.8%	-12.6%	-1.2%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA					
US	1,704	1,543	10.5%	10.5%	-
Intl	983	916	7.3%	8.6%	-1.3%
WW	2,688	2,459	9.3%	9.8%	-0.5%
RISPERDAL CONSTA					
US	220	237	-6.9%	-6.9%	-
Intl	254	292	-12.7%	-11.0%	-1.7%
WW	475	528	-10.1%	-9.2%	-0.9%
OTHER NEUROSCIENCE					
US	210	196	7.1%	7.1%	-
Intl	1,008	1,035	-2.6%	-0.1%	-2.5%
WW	1,218	1,231	-1.1%	1.1%	-2.2%
ONCOLOGY					
US	3,623	3,146	15.2%	15.2%	-
Intl	5,310	4,830	9.9%	11.8%	-1.9%
WW	8,933	7,976	12.0%	13.1%	-1.1%
DARZALEX					
US	1,540	1,123	37.2%	37.2%	-
Intl	1,397	1,045	33.7%	36.7%	-3.0%
WW	2,937	2,168	35.5%	37.0%	-1.5%
ERLEADA					
US	407	194	*	*	-
Intl	112	22	*	*	*
WW	519	216	*	*	*
IMBRUVICA					
US	1,329	1,163	14.2%	14.2%	-
Intl	1,682	1,373	22.5%	25.2%	-2.7%
WW	3,011	2,536	18.7%	20.2%	-1.5%
VELCADE					
US	-	-	-	-	-
Intl	311	636	-51.2%	-50.7%	-0.5%
WW	311	636	-51.2%	-50.7%	-0.5%
ZYTIGA / abiraterone acetate					
US	284	616	-53.9%	-53.9%	-
Intl	1,564	1,502	4.1%	4.8%	-0.7%
WW	1,848	2,118	-12.7%	-12.3%	-0.4%
OTHER ONCOLOGY					
US	63	51	25.8%	25.8%	-
Intl	244	252	-3.1%	-1.1%	-2.0%
WW	308	303	1.7%	3.3%	-1.6%
PULMONARY HYPERTENSION					
US	1,541	1,296	18.9%	18.9%	-
Intl	742	704	5.3%	6.5%	-1.2%
WW	2,283	2,000	14.1%	14.6%	-0.5%
OPSUMIT					
US	729	581	25.3%	25.3%	-
Intl	458	419	9.3%	10.7%	-1.4%
WW	1,187	1,001	18.6%	19.2%	-0.6%
UPTRAVI					
US	692	536	29.1%	29.1%	-
Intl	100	75	33.1%	34.6%	-1.5%
WW	792	611	29.6%	29.8%	-0.2%
OTHER PULMONARY HYPERTENSION					
US	121	179	-32.3%	-32.3%	-
Intl	183	210	-12.7%	-11.9%	-0.8%
WW	304	388	-21.7%	-21.3%	-0.4%

CARDIOVASCULAR / METABOLISM / OTHER											
US	931	955	-2.6%	-2.6%	-	2,574	2,804	-8.2%	-8.2%	-	
Intl	351	360	-2.7%	-2.4%	-0.3%	1,052	1,131	-7.1%	-4.6%	-2.5%	
WW	1,281	1,316	-2.6%	-2.5%	-0.1%	3,625	3,936	-7.9%	-7.2%	-0.7%	
XARELTO											
US	630	613	2.9%	2.9%	-	1,716	1,704	0.7%	0.7%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	630	613	2.9%	2.9%	-	1,716	1,704	0.7%	0.7%	-	
INVOKANA / INVOKAMET											
US	156	125	24.7%	24.7%	-	405	411	-1.6%	-1.6%	-	
Intl	68	55	24.7%	25.2%	-0.5%	173	147	18.0%	20.7%	-2.7%	
WW	224	179	24.7%	24.9%	-0.2%	578	558	3.6%	4.3%	-0.7%	
PROCRIPT / EPREX											
US	69	126	-45.4%	-45.4%	-	215	387	-44.5%	-44.5%	-	
Intl	63	72	-12.2%	-13.0%	0.8%	208	220	-5.5%	-4.3%	-1.2%	
WW	132	198	-33.3%	-33.6%	0.3%	423	607	-30.4%	-29.9%	-0.5%	
OTHER											
US	75	91	-17.9%	-17.9%	-	238	302	-21.4%	-21.4%	-	
Intl	219	234	-6.2%	-5.5%	-0.7%	670	765	-12.3%	-9.5%	-2.8%	
WW	294	325	-9.5%	-9.0%	-0.5%	908	1,067	-14.9%	-12.9%	-2.0%	
TOTAL PHARMACEUTICAL											
US	6,438	6,340	1.5%	1.5%	-	18,619	17,705	5.2%	5.2%	-	
Intl	4,980	4,537	9.7%	8.8%	0.9%	14,685	13,945	5.3%	7.4%	-2.1%	
WW	\$ 11,418	\$ 10,877	5.0%	4.6%	0.4%	\$ 33,304	\$ 31,650	5.2%	6.1%	-0.9%	

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)
THIRD QUARTER

REPORTED SALES vs. PRIOR PERIOD (\$MM)
NINE MONTHS

MEDICAL DEVICES SEGMENT (2,5)

	% Change					% Change				
	2020	2019	Reported	Operational ⁽¹⁾	Currency	2020	2019	Reported	Operational ⁽¹⁾	Currency
INTERVENTIONAL SOLUTIONS										
US	399	357	11.8%	11.8%	-	1,019	1,066	-4.4%	-4.4%	-
Intl	437	382	14.0%	12.9%	1.1%	1,134	1,156	-2.0%	-1.0%	-1.0%
WW	836	741	12.9%	12.4%	0.5%	2,153	2,223	-3.1%	-2.7%	-0.4%
ORTHOPAEDICS										
US	1,308	1,301	0.6%	0.6%	-	3,427	3,950	-13.2%	-13.2%	-
Intl	774	837	-7.5%	-9.0%	1.5%	2,145	2,616	-18.0%	-16.9%	-1.1%
WW	2,083	2,138	-2.6%	-3.1%	0.5%	5,572	6,566	-15.1%	-14.7%	-0.4%
HIPS										
US	221	204	8.7%	8.7%	-	564	633	-10.9%	-10.9%	-
Intl	124	133	-7.2%	-8.4%	1.2%	344	428	-19.8%	-18.3%	-1.5%
WW	345	336	2.4%	1.9%	0.5%	908	1,061	-14.5%	-13.9%	-0.6%
KNEES										
US	205	209	-1.9%	-1.9%	-	527	650	-19.0%	-19.0%	-
Intl	102	136	-24.8%	-26.4%	1.6%	298	435	-31.5%	-30.7%	-0.8%
WW	308	344	-10.9%	-11.6%	0.7%	825	1,085	-24.0%	-23.7%	-0.3%
TRAUMA										
US	433	415	4.2%	4.2%	-	1,194	1,239	-3.6%	-3.6%	-
Intl	253	262	-3.4%	-4.7%	1.3%	698	795	-12.2%	-10.9%	-1.3%
WW	685	677	1.3%	0.7%	0.6%	1,892	2,034	-7.0%	-6.5%	-0.5%
SPINE, SPORTS & OTHER⁽⁷⁾										
US	449	472	-4.9%	-4.9%	-	1,142	1,427	-20.0%	-20.0%	-
Intl	295	306	-3.4%	-5.0%	1.6%	805	957	-15.8%	-14.9%	-0.9%
WW	745	778	-4.3%	-5.0%	0.7%	1,947	2,384	-18.3%	-18.0%	-0.3%
SURGERY										
US	913	940	-3.0%	-3.0%	-	2,247	2,867	-21.7%	-21.7%	-
Intl	1,239	1,371	-9.6%	-9.5%	-0.1%	3,556	4,192	-15.2%	-13.1%	-2.1%
WW	2,152	2,311	-6.9%	-6.9%	0.0%	5,803	7,059	-17.8%	-16.6%	-1.2%
ADVANCED										
US	421	409	3.0%	3.0%	-	1,079	1,209	-10.7%	-10.7%	-
Intl	579	602	-3.9%	-4.1%	0.2%	1,644	1,811	-9.2%	-7.3%	-1.9%
WW	1,000	1,010	-1.1%	-1.2%	0.1%	2,723	3,019	-9.8%	-8.7%	-1.1%
GENERAL										
US	492	531	-7.6%	-7.6%	-	1,168	1,658	-29.6%	-29.6%	-
Intl	660	769	-14.1%	-13.8%	-0.3%	1,912	2,381	-19.7%	-17.5%	-2.2%
WW	1,152	1,301	-11.4%	-11.3%	-0.1%	3,080	4,040	-23.8%	-22.5%	-1.3%
VISION										
US	473	459	3.1%	3.1%	-	1,160	1,366	-15.1%	-15.1%	-
Intl	608	734	-17.2%	-17.4%	0.2%	1,683	2,117	-20.5%	-19.6%	-0.9%
WW	1,081	1,193	-9.4%	-9.5%	0.1%	2,843	3,483	-18.4%	-17.8%	-0.6%
CONTACT LENSES / OTHER										
US	375	339	10.9%	10.9%	-	924	993	-6.9%	-6.9%	-
Intl	455	555	-18.1%	-18.2%	0.1%	1,274	1,566	-18.7%	-17.8%	-0.9%
WW	830	893	-7.1%	-7.2%	0.1%	2,198	2,559	-14.1%	-13.6%	-0.5%
SURGICAL										
US	98	120	-18.9%	-18.9%	-	236	373	-36.8%	-36.8%	-
Intl	153	180	-14.6%	-14.8%	0.2%	409	551	-25.7%	-24.8%	-0.9%
WW	251	299	-16.3%	-16.4%	0.1%	645	923	-30.2%	-29.6%	-0.6%
TOTAL MEDICAL DEVICES										
US	3,092	3,057	1.2%	1.2%	-	7,852	9,249	-15.1%	-15.1%	-
Intl	3,058	3,326	-8.1%	-8.5%	0.4%	8,518	10,082	-15.5%	-14.1%	-1.4%
WW	\$ 6,150	\$ 6,383	-3.6%	-3.9%	0.3%	\$ 16,370	\$ 19,331	-15.3%	-14.6%	-0.7%

Note: Columns and rows within tables may not add due to rounding. Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.

* Percentage greater than 100% or not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Previously referred to as Consumer

(4) Previously referred to as Beauty

(5) Certain prior year amounts have been reclassified to conform to current year product disclosures

(6) Reported as U.S. sales

(7) Previously referred to as Spine & Other



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