2nd Quarter 2022 Results

2nd Quarter 2022 Sales
Worldwide Increased 3.0% $24.0B
Excluding acquisitions/divestitures on an operational basis Worldwide Increased 8.1%*

Diluted Earnings Per Share Decreased 23.4% $1.80
Adjusted Diluted Earnings Per Share* Increased 4.4% $2.59

$3.8 Billion Worldwide Consumer Health Sales
Consumer Health worldwide reported sales decreased (1.3%), but increased 2.3% operationally¹. Primary operational drivers:
- Imodium
- Neutrogena
- Stayfree
- Lubriderm
- SUDAFED

$13.3 Billion Worldwide Pharmaceutical Sales
Pharmaceutical worldwide reported sales increased 6.7% or 12.3% operationally¹. Primary operational drivers:
- Stelara
- DARZALEX
- Tremfya
- Xaretto
- Erleada
- Upravi
- INVEGA SUSTENNA

$6.9 Billion Worldwide MedTech Sales
MedTech worldwide reported sales decreased (1.1%), but increased 3.4% operationally¹. Primary operational drivers:
- Energy
- Trauma
- Knee
- Hip
- Biosurgery

“Our solid second quarter results across Johnson & Johnson reflect the strength and resilience of our Company’s market leadership in the midst of macroeconomic challenges. I am continually energized by the focus and passion of my Johnson & Johnson colleagues and their dedication toward delivering transformative healthcare solutions to patients and consumers around the world.”

Joaquin Duato
Chief Executive Officer
Johnson & Johnson

¹Non-GAAP financial measures: non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures.
²Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes.
³Caution Concerning Forward-Looking Statements: This document contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding future operating and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the “Note to Investors Concerning Forward-Looking Statements” included in the Johnson & Johnson earnings release issued on July 19, 2022, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.


Note: values may have been rounded; the MedTech segment was previously referred to as the Medical Devices segment.
Cautionary Note on Forward-looking Statements

This presentation 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, and the anticipated separation of the Company’s Consumer Health business. The viewer 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; 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; the Company’s ability to satisfy the necessary conditions to consummate the separation of the Company’s Consumer Health business on a timely basis or at all; the Company’s ability to successfully separate the Company’s Consumer Health business and realize the anticipated benefits from the separation; the New Consumer Health Company’s ability to succeed as a standalone publicly traded company; and 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. 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 January 2, 2022, including in the sections captioned “Cautionary Note Regarding Forward-Looking Statements” and “Item 1A. Risk Factors,” and in Johnson & Johnson’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, www.jnj.com or on request from Johnson & Johnson. Any forward-looking statement made in this presentation speaks only as of the date of this presentation. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

Cautionary Note on Non-GAAP Financial Measures

This presentation refers to certain non-GAAP financial measures. These non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures.

A reconciliation 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/sales-earnings.cfm.
Strategic Partnerships, Collaborations & Licensing Arrangements

During the course of this presentation, we will discuss a number of products and compounds developed in collaboration with strategic partners or licensed from other companies. The following is an acknowledgement of those relationships:

**Immunology**
- REMICADE and SIMPONI/SIMPONI ARIA marketing partners are Schering-Plough (Ireland) Company, a subsidiary of Merck & Co., Inc. and Mitsubishi Tanabe Pharma Corporation; TREMFYA discovered using MorphoSys AG antibody technology.

**Neuroscience**
- INVEGA SUSTENNA/ XEPLION/ INVEGA TRINZA/ TREVICTA/ INVEGA HAFyERA are subject to a technology license agreement from Alkermes Pharma Ireland Limited, and RISPERDAL CONSTA developed in collaboration with Alkermes, Inc.

**Infectious Diseases**
- PREZCOBIX/ REZOLSTA fixed-dose combination, SYMTUZA and ODEFSEY developed in collaboration with Gilead Sciences, Inc., and JULUCA and CABENUVA developed in collaboration with ViiV Healthcare UK. Research and development activities for the Company's COVID-19 vaccine, including the ENSEMBLE clinical trial and the delivery of doses for the U.S., have been funded in part with federal funds from the U.S. Department of Health and Human Services, Office of the Assistant Secretary for Preparedness and Response, Biomedical Advanced Research and Development Authority (BARDA), under Contract No. HHS0100201700018C, and in collaboration with the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH) at the U.S. Department of Health and Human Services (HHS).

**Cardiovascular/Metabolism/Other**
- INVOKANA/ INVOKAMET/ INVOKAMET XR fixed-dose combination licensed from Mitsubishi Tanabe Pharma Corporation; XARELTO co-developed with Bayer HealthCare AG; PROCRIT/ EPREX licensed from Amgen Inc., and X-Linked Retinitis Pigmentosa: AAV-RPGR licensed from MeiraGTx.

**Oncology**
- IMBRUVICA developed in collaboration and co-marketed in the U.S. with Pharmacyclics, LLC, an AbbVie company; ZYTIGA licensed from BTG International Ltd.; VELCADE developed in collaboration with Millennium: The Takeda Oncology Company; DARZALEX and DARZALEX FASPRO licensed from Genmab A/S, BALVERSA licensed and discovered in collaboration with Astex Pharmaceuticals, Inc.; ERLEADA licensed from Regents of California and Memorial Sloan Kettering; cilia-cel licensed and developed in collaboration with Legend Biotech USA Inc. and Legend Biotech Ireland Limited, niraparib licensed from TESARO, Inc., an oncology-focused business within GSK, lazertinib licensed from Yuhuan Corporation, DuoBody platform licensed from Genmab A/S relates to several bispecific antibody programs, ENHANZE platform licensed from Halozyme Therapeutics, Inc.

**Pulmonary Hypertension**
- UPRTRAVI license and supply agreement with Nippon Shinyaku (co-promotion in Japan), and OPSUMIT co-promotion agreement with Nippon Shinyaku in Japan.

**Global Public Health**
- Janssen’s Monovalent Ebola Vaccine is developed in collaboration with Bavarian Nordic A/S, and MVA-BN-Filo® is licensed-in from Bavarian Nordic A/S. The program has benefited from funding and preclinical services from the National Institute of Allergy and Infectious Diseases (NIAID), part of NIH, NIAID support included 2 product development contracts starting in 2008 and 9 pre-clinical services contracts. This program is also receiving funding from the IM2 Joint Undertaking under EBOVAC1 (grant nr. 115854), EBOVAC2 (grant nr. 115861), EBOVAC3 (grant nr. 800176), EBOVAC4 (grant nr. 115850) and EBODAC (grant nr. 115847). The IM2 Joint Undertaking receives support from the European Union’s Horizon 2020 research and innovation program and the European Federation of Pharmaceutical Industries and Associations (EFPIA). Further funding for the Ebola vaccine regimen has been provided by BARDA, within the U.S. Department of Health and Human Services' Office of the Assistant Secretary for Preparedness and Response, under Contract Numbers HHSO100201700013C and HSS10010201500008C. The initial work on Ebola was conducted which was extended from 2002 until 2011, and via a Cooperative Research and Development Agreement (CRADA) between Janssen/Crucell and the Vaccine Research Center (VRC)/NIAID, part of the NIH, Janssen/Crucell have licenses to much of VRC’s Ebola IP specific for human adenovirus under the Ad26/Ad35 Ebola vaccine CRADA invention. VAC69120 (Filovirus multivalent vaccine) developed in collaboration with Bavarian Nordic; funding: NIH Division of Microbiology and Infectious Diseases (DMID), under Contract Number HHSN27200800056C.
2nd Quarter 2022 Earnings Call
July 19, 2022

Joaquin Duato
Chief Executive Officer

Johnson & Johnson
# New Consumer Health Company Designate Leadership Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Responsibilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thibaut Mongon</td>
<td>Chief Executive Officer</td>
<td></td>
</tr>
<tr>
<td>Carlton Lawson</td>
<td>Group President, Europe, Middle East and Africa</td>
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</tr>
<tr>
<td>Luani Alvarado</td>
<td>Chief People Officer</td>
<td>People Experience, Diversity, Equity &amp; Inclusion, Talent Development, Compensation, Health &amp; Well-Being, and HR Business Partners and Operations</td>
</tr>
<tr>
<td>Kathy Widmer</td>
<td>Group President, North America and Latin America</td>
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<tr>
<td>Rosana Padilla</td>
<td>President, Latin America</td>
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</tr>
<tr>
<td>Jan Meurer</td>
<td>Chief Growth Officer</td>
<td>Global Franchise Organizations, Global Strategy, Business Development &amp; Ventures, ESG Office, and the Office of the CEO</td>
</tr>
<tr>
<td>Donna Lorenson</td>
<td>Chief Corporate Affairs Officer</td>
<td>Corporate Communications, Public Affairs, Government Affairs &amp; Policy, and Global Community Impact</td>
</tr>
<tr>
<td>Katie Decker</td>
<td>Global Head, Essential Health and Customer Engagement</td>
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</tr>
<tr>
<td>Ellesha Kirby</td>
<td>Global Head, Skin Health &amp; Beauty and Design</td>
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</tr>
<tr>
<td>Natasha Zuyev</td>
<td>Chief Quality Officer</td>
<td>Quality, Regulatory Compliance, Environmental Health &amp; Safety, and Occupational Health</td>
</tr>
<tr>
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<td>End-to-end Quality, Supply Chain and Procurement</td>
</tr>
<tr>
<td>Ellie Bing Xie</td>
<td>Group President, Asia Pacific</td>
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<tr>
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<td>Chief Scientific Officer</td>
<td>Research &amp; Development, Medical Affairs, Medical Safety, and Regulatory Affairs</td>
</tr>
<tr>
<td>Matt Orlando</td>
<td>General Counsel</td>
<td>Legal, Corporate Secretary, Intellectual Property, Brand Protection, Compliance, Privacy, and Corporate Security</td>
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**Note:** Roles to be assumed upon completion of the planned separation, expected to occur in 2023

*Johnson & Johnson*
Agenda

1. CEO Remarks
2. Sales Performance and Earnings Review
3. Capital Allocation and Guidance
4. Q&A

Joaquin Duato
Chief Executive Officer

Joseph J. Wolk
Executive Vice President
Chief Financial Officer

Jessica Moore
Vice President
Investor Relations
## 2nd Quarter 2022 Sales

<table>
<thead>
<tr>
<th>Regional Sales Results</th>
<th>Q2 2022</th>
<th>Q2 2021</th>
<th>% CHANGE Reported</th>
<th>% CHANGE Operational</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>$12.2</td>
<td>$11.9</td>
<td>2.3%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Europe</td>
<td>6.1</td>
<td>5.7</td>
<td>7.3</td>
<td>20.7</td>
</tr>
<tr>
<td>Western Hemisphere (ex U.S.)</td>
<td>1.5</td>
<td>1.4</td>
<td>12.4</td>
<td>14.9</td>
</tr>
<tr>
<td>Asia-Pacific, Africa</td>
<td>4.2</td>
<td>4.4</td>
<td>(3.6)</td>
<td>4.7</td>
</tr>
<tr>
<td>International</td>
<td>11.8</td>
<td>11.4</td>
<td>3.8</td>
<td>13.9</td>
</tr>
<tr>
<td>Worldwide (WW)</td>
<td>$24.0</td>
<td>$23.3</td>
<td>3.0%</td>
<td>8.0%</td>
</tr>
</tbody>
</table>

1 Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company’s website

Note: Values may not add due to rounding
2nd Quarter 2022 Financial Highlights

Dollars in Billions, except EPS
Reported %; Operational %

Sales

Q2 2022: $24.0
Q2 2021: $23.3
3.0%; 8.0%\(^1\)

GAAP Earnings

Q2 2022: $4.8
Q2 2021: $6.3
(23.3)%

GAAP EPS

Q2 2022: $1.80
Q2 2021: $2.35
(23.4)%

Adjusted Earnings\(^2\)

Q2 2022: $6.9
Q2 2021: $6.6
4.3%

Adjusted EPS\(^2\)

Q2 2022: $2.59
Q2 2021: $2.48
4.4%; 10.9%\(^1\)

\(^1\) Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website.

\(^2\) Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website.
Consumer Health Highlights – 2nd Quarter 2022

Solid adjusted operational growth\(^2\) driven by OUS OTC

<table>
<thead>
<tr>
<th>Category</th>
<th>WW Sales $MM</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTC(^3)</td>
<td>$1,482</td>
<td>3.8%, 7.5%</td>
</tr>
<tr>
<td>Skin Health/Beauty</td>
<td>$1,126</td>
<td>(3.7)%, (0.3)%</td>
</tr>
<tr>
<td>Oral Care</td>
<td>$394</td>
<td>(7.3)%, (4.0)%</td>
</tr>
<tr>
<td>Baby Care</td>
<td>$375</td>
<td>(2.3)%</td>
</tr>
<tr>
<td>Women’s Health</td>
<td>$230</td>
<td>(8.4)%, (7.4)%</td>
</tr>
<tr>
<td>Wound Care/Other</td>
<td>$197</td>
<td>(8.4)%, (7.4)%</td>
</tr>
</tbody>
</table>

**Key Drivers of Operational Performance\(^1,3\)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Growth Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTC(^3)</td>
<td>Growth driven by strong OUS Cough/Cold/Flu season and strong performance of IMODIUM due to digestive health category recovery in EMEA as well as antifungal performance in ASPAC coupled with price actions partially offset by supply constraints and softer allergy season in the U.S.</td>
</tr>
<tr>
<td>Skin Health/Beauty</td>
<td>Decline driven by supply constraints, competitive pressures, DR. CI LABO Sedona divestiture in ASPAC and regional COVID-19 related mobility restrictions partially offset by pricing actions coupled with lapping prior year negative one-time events and strong new product introductions in ASPAC</td>
</tr>
<tr>
<td>Oral Care</td>
<td>Decline driven by regional COVID-19 related mobility restrictions, divestiture in EMEA and lapping prior year COVID-19 related demand increases</td>
</tr>
<tr>
<td>Baby Care</td>
<td>Slight growth driven by OUS performance due to price actions in LATAM and higher demand in ASPAC mostly offset by supply constraints primarily in the U.S.</td>
</tr>
<tr>
<td>Women’s Health</td>
<td>Growth driven by ASPAC performance due to strength in STAYFREE Secure XL in India, price actions and strong consumer demand and increased distribution in EMEA</td>
</tr>
<tr>
<td>Wound Care/Other</td>
<td>Decline driven by lapping prior year higher demand and professional tape divestiture partially offset by supply recovery in Canada</td>
</tr>
</tbody>
</table>

**Reported\(^3\):** WW (1.3)%, U.S. (3.6)%, Int’l 0.6%

**Operational\(^1,3\):** WW 2.3%, U.S. (3.6)%, Int’l 7.3%

1 Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company’s website
2 Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company’s website
3 Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding
Pharmaceutical Highlights – 2nd Quarter 2022

Continued above-market performance primarily driven by Oncology and Immunology

Reported\(^3\):  WW 6.7%, U.S. 4.2%, Int’l 9.8%
Operational\(^1,3\):  WW 12.3%, U.S. 4.2%, Int’l 22.1%

**WW Sales $MM**

- **Oncology**
  - $4,042
  - 14.3%, 21.9%

- **Immunology**
  - $4,411
  - 4.3%, 8.1%

- **Infectious Diseases\(^3\)**
  - $1,316
  - 29.3%, 42.0%

- **Neuroscience\(^3\)**
  - $1,734
  - (3.9)%, 0.5%

- **CVM/Other\(^3\)**
  - $972
  - (4.8)%, (3.1)%

- **PH**
  - $843
  - (3.1)%, 0.9%

**Key Drivers of Operational Performance\(^1,3\)**

<table>
<thead>
<tr>
<th>Segment</th>
<th>Drivers of Performance</th>
</tr>
</thead>
</table>
| **Immunology**   | • Growth driven by continued strong uptake of STELARA in Crohn’s Disease and Ulcerative Colitis, as well as the net benefit of favorable discounts partially offset by a prior period adjustment  
                  • Strength in TREMFYA due to market share gains in both Psoriasis and Psoriatic Arthritis partially offset by an unfavorable prior period adjustment  
                  • REMICADE decline due to biosimilar competition |
| **Infectious Diseases\(^3\)** | • Growth driven by the contribution of the COVID-19 Vaccine  
                                 • Partially offset by increased competition for PREZISTA/PREZCOBIX/REZOLSTA and PREZISTA OUS LOE |
| **Neuroscience\(^3\)** | • Paliperidone long-acting injectables growth due to strength of INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA driven by new patient starts and persistency, as well as the launch of INVEGA HAFYERA |
| **Oncology**     | • DARZALEX increase driven by share gains in all regions, continued strong market growth and solid uptake of the subcutaneous formulation  
                  • Continued strong global launch uptake of ERLEADA  
                  • IMBRUVICA maintained its market leadership position but declined due to competitive pressures. U.S. decline partially offset by growth in all regions OUS |
| **Cardiovascular/ Metabolism/ Other (CVM/Other)\(^3\)** | • XARELTO driven by volume growth and share gains from commercial access changes  
                                 • INVOKANA/INVOKAMET decline due to continued share erosion |
| **Pulmonary Hypertension (PH)** | • Growth driven by strong demand and share gains from UPTRAVI  
                                 • Partially offset by COVID-19 related market constraints across the portfolio and unfavorable patient mix in OPSUMIT  
                                 • Continued declines in Other Pulmonary Hypertension |

**Adjusted Operational Sales\(^2,3\):** WW 12.4%, U.S. 4.4%, Int’l 22.2%

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3 Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding
MedTech Highlights – 2nd Quarter 2022

Operational growth\(^1\) reflects continued commercial execution & innovation partially offset by impacts related to COVID-19

<table>
<thead>
<tr>
<th></th>
<th>WW</th>
<th>U.S.</th>
<th>Int’l</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reported:</strong></td>
<td>(1.1)%</td>
<td>1.6%</td>
<td>(3.6)%</td>
</tr>
<tr>
<td><strong>Operational(^1):</strong></td>
<td>WW 3.4%</td>
<td>U.S. 1.6%</td>
<td>Int’l 5.1%</td>
</tr>
</tbody>
</table>

**WW Sales $MM**

- **Interventional Solutions**
  - $1,049
  - 0.3%, 5.3%

- **Orthopaedics**
  - $2,157
  - (3.1)%
  - 0.5%

- **Vision**
  - $1,241
  - 4.9%
  - 10.9%

- **Surgery**
  - $2,450
  - (2.8)%
  - 1.8%

- **Total**
  - $6,898
  - (1.1)%
  - 3.4%

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**Key Drivers of Operational Performance\(^1\)**

- **Interventional Solutions**
  - Market growth in U.S., EMEA, & LATAM coupled with success of new products and commercial strategies continuing to enhance competitiveness partially offset by regional COVID-19 related mobility restrictions

- **Orthopaedics**
  - Hips: Growth reflects strength of the portfolio (ACTIS Stem and enabling technologies KINCISE & VELYS Hip Navigation) and momentum in the U.S. Ambulatory Surgery Center channel partially offset by regional COVID-19 related mobility restrictions
  - Trauma: Growth driven by uptake of new products (Cannulated Compression Headless Screws, Advanced Nailing Systems and FIBULINK) partially offset by regional COVID-19 related mobility restrictions
  - Knees: Growth driven primarily by market recovery and new products, including pull through related to the VELYS Robotic assisted solution partially offset by regional COVID-19 related mobility restrictions and timing of OUS tenders (~ -200bps)
  - Spine, Sports & Other: Decline driven primarily by continued complex Spine procedural softness and regional COVID-19 related mobility restrictions partially offset by new products in Sports, Spine & VELYS Digital Solutions
    - Spine: WW: ~ -8%, U.S.: ~ -9%, OUS: ~ -7%

- **Surgery**
  - Advanced:
    - Endocutters: ~ +4% Driven by commercial activities to expand access and new products (ECHELON Staple Line Reinforcement) aided by a reclass from General Surgery (~ +200bps) partially offset by regional COVID-19 related mobility restrictions and competitive pressures in the U.S.
    - Biosurgery: ~ +2% Reflects market expansion efforts and success of new products (VISTASEAL & SURGICEL POWDER) partially offset by strong market demand in the prior year for infection prevention products and regional COVID-19 related mobility restrictions
    - Energy: ~ +4% Driven by new product penetration (ENSEAL X1 Curved & HARMONIC 1100) coupled with competitive supply challenges and stocking OUS (~ +250bps) partially offset by regional COVID-19 related mobility restrictions
    - General: Reflects strength of the Suture portfolio and technology penetration (Barbed Sutures & Topical Skin Adhesives) mostly offset by regional COVID-19 related mobility restrictions and softness in Breast Augmentation market

- **Vision**
  - Contact Lenses/Other: Growth driven primarily by market, commercial execution, new products partially offset by lapping prior year stocking in the U.S. (~ -200bps) and regional COVID-19 related mobility restrictions
  - Surgical: Growth primarily driven by Cataract market recovery and market share gains driven by recent TECNIS Eyhance and Synergy IOL launches, and timing of stocking in ASPAC (~ +250bps) partially offset by high prior year comp in Refractive

**Adjusted Operational Sales\(^2\):** WW 3.4%, U.S. 1.4%, Int’l 5.3%

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1. Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company’s website
2. Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company’s website

Note: Values may not add due to rounding. The MedTech segment was previously referred to as the Medical Devices segment.
## Condensed Consolidated Statement of Earnings

### 2nd Quarter 2022

(Unaudited; Dollar and Shares in Millions Except Per Share Figures)

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th></th>
<th>2021</th>
<th></th>
<th>% Increase (Decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amount</td>
<td>% to Sales</td>
<td>Amount</td>
<td>% to Sales</td>
<td></td>
</tr>
<tr>
<td>Sales to customers</td>
<td>$24,020</td>
<td>100.0</td>
<td>$23,312</td>
<td>100.0</td>
<td>3.0</td>
</tr>
<tr>
<td>Cost of products sold</td>
<td>7,919</td>
<td>33.0</td>
<td>7,587</td>
<td>32.5</td>
<td>4.4</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>16,101</td>
<td>67.0</td>
<td>15,725</td>
<td>67.5</td>
<td>2.4</td>
</tr>
<tr>
<td>Selling, marketing and administrative expenses</td>
<td>6,226</td>
<td>25.9</td>
<td>6,073</td>
<td>26.1</td>
<td>2.5</td>
</tr>
<tr>
<td>Research and development expense</td>
<td>3,703</td>
<td>15.4</td>
<td>3,394</td>
<td>14.6</td>
<td>9.1</td>
</tr>
<tr>
<td>In-process research and development</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Interest (income) expense, net</td>
<td>(26)</td>
<td>(0.1)</td>
<td>28</td>
<td>0.1</td>
<td></td>
</tr>
<tr>
<td>Other (income) expense, net</td>
<td>273</td>
<td>1.1</td>
<td>(488)</td>
<td>(2.1)</td>
<td></td>
</tr>
<tr>
<td>Restructuring</td>
<td>85</td>
<td>0.4</td>
<td>56</td>
<td>0.2</td>
<td></td>
</tr>
<tr>
<td>Earnings before provision for taxes on income</td>
<td>5,840</td>
<td>24.3</td>
<td>6,662</td>
<td>28.6</td>
<td>(12.3)</td>
</tr>
<tr>
<td>Provision for taxes on income</td>
<td>1,026</td>
<td>4.3</td>
<td>384</td>
<td>1.7</td>
<td>167.2</td>
</tr>
<tr>
<td>Net Earnings</td>
<td>$4,814</td>
<td>20.0</td>
<td>$6,278</td>
<td>26.9</td>
<td>(23.3)</td>
</tr>
<tr>
<td>Net earnings per share (Diluted)</td>
<td>$1.80</td>
<td></td>
<td>$2.35</td>
<td></td>
<td>(23.4)</td>
</tr>
<tr>
<td>Average shares outstanding (Diluted)</td>
<td>2,667.9</td>
<td></td>
<td>2,671.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>17.6%</td>
<td></td>
<td>5.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted earnings before provision for taxes and net earnings¹</td>
<td>$8,171</td>
<td>34.0</td>
<td>$7,776</td>
<td>33.4</td>
<td>5.1</td>
</tr>
<tr>
<td>Earnings before provision for taxes on income</td>
<td>$6,912</td>
<td>28.8</td>
<td>$6,625</td>
<td>28.4</td>
<td>4.3</td>
</tr>
<tr>
<td>Net earnings</td>
<td>$2,59</td>
<td>9.4</td>
<td>$1,151</td>
<td>4.4</td>
<td></td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>15.4%</td>
<td></td>
<td>14.8%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company’s website.
Adjusted Income Before Tax by Segment\(^1\)

2\(^{nd}\) Quarter 2022

<table>
<thead>
<tr>
<th>Segment</th>
<th>2Q 2022</th>
<th>2Q 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceutical</td>
<td>42.0%</td>
<td>39.4%</td>
</tr>
<tr>
<td>MedTech</td>
<td>26.5%</td>
<td>28.6%</td>
</tr>
<tr>
<td>Consumer Health</td>
<td>25.9%</td>
<td>28.6%</td>
</tr>
<tr>
<td>Total</td>
<td>34.0%</td>
<td>33.4%</td>
</tr>
</tbody>
</table>

\(^1\) Non-GAAP measure; excludes amortization expense and special items; see reconciliation schedules in the Investors section of the company’s website.

\(^2\) Estimated as of 7/19/2022.

\(^3\) Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes.
Joseph J. Wolk
Executive Vice President, Chief Financial Officer
Notable Announcements in 2nd Quarter 2022

Pharmaceutical

• Regulatory Decisions:
  – European Commission Grants Conditional Approval of CARVYKTI (ciltaclabtagene autoleucel), Janssen’s First Cell Therapy, for the Treatment of Patients with Relapsed and Refractory Multiple Myeloma
  – Janssen Announces U.S. FDA Breakthrough Therapy Designation Granted for Talquetamab for the Treatment of Relapsed or Refractory Multiple Myeloma
  – Janssen Receives Positive CHMP Opinion for IMBRUVICA (ibrutinib) in a Fixed-Duration Combination Regimen for Adult Patients with Previously Untreated Chronic Lymphocytic Leukemia (CLL)

• Other:
  – New Data Show TREMFYA (guselkumab) Binds to Both Inflammatory Cells and Interleukin (IL)-23, Supporting a Hypothesis for a Differentiated Mechanism from Risankizumab
  – Janssen to Highlight Science, Innovation and Advances in Robust Oncology Portfolio and Pipeline Through More Than 60 Data Presentations at ASCO and EHA

MedTech

– ETHICON Launches Next Generation ECHELON 3000 Stapler Designed for Exceptional Access and Control

Enterprise

– Johnson & Johnson Appoints Thibaut Mongon as CEO Designate of Planned New Consumer Health Company
– Johnson & Johnson Releases 2021 Health for Humanity Report Highlighting Performance on ESG Priorities and Progress Against Public Commitments

1 These developments and all other news releases are available online in the Investors section of the company’s website at news releases, as well as www.factsabouttalc.com, www.factsaboutourprescriptionopioids.com, and www.LTLManagementInformation.com
Capital Allocation Strategy

$\rightarrow$ Capital Allocation

Organic growth business needs

Free cash flow$^1$

Higher Priority

Investment in M&A

Competitive dividends

Share repurchases

Lower Priority

Priorities are clear and remain unchanged

<table>
<thead>
<tr>
<th>Dollars in Billions</th>
<th>Q2 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Marketable Securities</td>
<td>$33</td>
</tr>
<tr>
<td>Debt</td>
<td>($33)</td>
</tr>
<tr>
<td>Net Debt</td>
<td>$0</td>
</tr>
<tr>
<td>Free Cash Flow$^1,2</td>
<td>~$8</td>
</tr>
</tbody>
</table>

Note: values may have been rounded

1 Non-GAAP measure; cash flow from operations less CAPEX

2 Estimated as of July 19, 2022. Cash flow from operations, the most directly comparable GAAP financial measure, will be included in subsequent SEC filings
## 2022 P&L Guidance

**Company maintains midpoints of Adjusted Operational Sales and Adjusted Operational EPS**

<table>
<thead>
<tr>
<th></th>
<th>July</th>
<th>April</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Adjusted Operational Sales</strong>&lt;sup&gt;1,2,6&lt;/sup&gt;</td>
<td>6.5% - 7.5%</td>
<td>6.5% - 7.5%</td>
<td>Maintain</td>
</tr>
<tr>
<td><strong>Operational Sales</strong>&lt;sup&gt;2,6&lt;/sup&gt;</td>
<td>$97.3B - $98.3B</td>
<td>$97.3B - $98.3B</td>
<td>Maintain</td>
</tr>
<tr>
<td><strong>Estimated Reported Sales</strong>&lt;sup&gt;3,6&lt;/sup&gt;</td>
<td>$93.3B - $94.3B</td>
<td>$94.8B - $95.8B</td>
<td>Incremental FX ($1.5B)</td>
</tr>
<tr>
<td><strong>Adjusted Pre-Tax Operating Margin</strong>&lt;sup&gt;4,5&lt;/sup&gt;</td>
<td>Approximately Flat</td>
<td>~50 bps improvement</td>
<td>Decreasing due to prolonged inflationary pressures</td>
</tr>
<tr>
<td><strong>Net Other Income</strong>&lt;sup&gt;4&lt;/sup&gt;</td>
<td>$1.4 - $1.5 billion</td>
<td>$1.2 - $1.4 billion</td>
<td>Increasing &amp; tightening of the range</td>
</tr>
<tr>
<td><strong>Net Interest Expense / (Income)</strong></td>
<td>$0</td>
<td>$0 - $100 million</td>
<td>Decreasing based on year-to-date trends</td>
</tr>
<tr>
<td><strong>Effective Tax Rate</strong>&lt;sup&gt;4&lt;/sup&gt;</td>
<td>15.0% - 15.5%</td>
<td>15.5% - 16.5%</td>
<td>Lowering &amp; tightening of the range</td>
</tr>
<tr>
<td><strong>Adjusted EPS (Operational)</strong>&lt;sup&gt;2,4&lt;/sup&gt;</td>
<td>$10.65 - $10.75</td>
<td>$10.60 - $10.80</td>
<td>Tightening of range Maintain midpoint</td>
</tr>
<tr>
<td><strong>Adjusted EPS (Reported)</strong>&lt;sup&gt;3,4&lt;/sup&gt;</td>
<td>$10.00 - $10.10</td>
<td>$10.15 - $10.35</td>
<td>Incremental FX ($0.20)</td>
</tr>
</tbody>
</table>

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<sup>1</sup> Non-GAAP measure; excludes acquisitions and divestitures  
<sup>2</sup> Non-GAAP measure; excludes the impact of translational currency  
<sup>3</sup> Euro Average Rate: July 2022 = $1.05; Euro Spot Rate: July 2022 = $1.00  
<sup>4</sup> Non-GAAP measure; excludes intangible amortization expense and special items  
<sup>5</sup> Sales less: COGS, SM&A and R&D expenses  
<sup>6</sup> Excludes COVID-19 Vaccine  

Note: Percentages may be rounded.
Euro Falls to Equal the U.S. Dollar for the First Time in 20 Years

Source: The New York Times; FactSet
As of July 13, 2022, 8:42AM EST
2022 Sales Considerations

<table>
<thead>
<tr>
<th></th>
<th>July</th>
<th>April</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted Operational Sales¹ ² ⁴</td>
<td>6.5% - 7.5%</td>
<td>6.5% - 7.5%</td>
</tr>
<tr>
<td>Operational Sales² ⁴</td>
<td>$97.3B - $98.3B</td>
<td>$97.3B - $98.3B</td>
</tr>
<tr>
<td></td>
<td>6.5% - 7.5%</td>
<td>6.5% - 7.5%</td>
</tr>
<tr>
<td>Estimated Reported Sales³ ⁴</td>
<td>$93.3B - $94.3B</td>
<td>$94.8B - $95.8B</td>
</tr>
<tr>
<td></td>
<td>2.1% - 3.1%</td>
<td>3.8% - 4.8%</td>
</tr>
</tbody>
</table>

Phasing Considerations by Segment

**Consumer Health**
- Anticipate external supply constraints to lessen throughout remainder of the year
- Benefit of strategic price increases in the back half of the year

**MedTech**
- Anticipate stronger 2H vs. 1H due to continued market recovery, competitive momentum, and growth from recently launched products
- Expect Q4 to slightly outperform Q3
- Continue to monitor COVID-19 and related dynamics

**Pharmaceutical**
- Continue to anticipate another year of above-market adjusted operational sales growth
- Expect modest sales acceleration through the end of the year

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¹ Non-GAAP measure; excludes acquisitions and divestitures
² Non-GAAP measure; excludes the impact of translational currency
³ Euro Average Rate: July 2022 = $1.05; Euro Spot Rate: July 2022 = $1.00
⁴ Excludes COVID-19 Vaccine
Note: Percentages may be rounded
Q&A

Joaquin Duato
Chief Executive Officer

Joseph J. Wolk
Executive Vice President,
Chief Financial Officer

Jessica Moore
Vice President,
Investor Relations