

Johnson & Johnson Reports Q3 2021 Results:

- Total sales growth of 10.7% to \$23.3 Billion with operational growth of 9.9%* and adjusted operational growth of 10.6%*
- Earnings per share of \$1.37 increasing 3.0% and adjusted earnings per share of \$2.60 increasing 18.2%*
- Company increasing 2021 Full-Year Guidance

New Brunswick, N.J. (October 19, 2021) – Johnson & Johnson (NYSE: JNJ) today announced results for third-quarter 2021. “Our third-quarter results demonstrate solid performance across Johnson & Johnson, driven by robust above-market results in Pharmaceuticals, ongoing recovery in Medical Devices, and strong growth in Consumer Health,” said Alex Gorsky, Chairman and Chief Executive Officer. “In the face of evolving marketplace dynamics resulting from the effects of COVID-19 and other global trends, we have continued to demonstrate the responsiveness and agility required to meet the needs of our stakeholders, while also successfully investing in a pipeline of innovation and key commercial platforms to drive our future growth. I am incredibly proud of our Company’s transformative growth over the last decade. As I prepare to transition the role of CEO to Joaquin Duato in January, I want to extend my deepest gratitude to our colleagues around the globe who work tirelessly to deliver solutions to address the world’s most urgent and unmet healthcare challenges.”

OVERALL FINANCIAL RESULTS

Q3				
(\$ in Millions, except EPS)	2021	2020	% Change	
Reported Sales	\$ 23,338	\$ 21,082	10.7%	
Net Earnings	3,667	3,554	3.2%	
EPS (diluted)	\$ 1.37	\$ 1.33	3.0%	

Q3				
Non-GAAP* (\$ in Millions, except EPS)	2021	2020	% Change	
Operational Sales ^{1,2}			9.9%	
Adjusted Operational Sales ^{1,3}			10.6	
Adjusted Net Earnings ^{1,4}	6,968	5,868	18.7%	
Adjusted EPS (diluted) ^{1,4}	\$ 2.60	\$ 2.20	18.2%	

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

Q3	% Change					
			Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
(\$ in Millions)	2021	2020				
U.S.	\$ 11,963	\$ 11,086	7.9%	7.9	-	8.0
International	11,375	9,996	13.8	12.1	1.7	13.5
Worldwide	\$ 23,338	\$ 21,082	10.7%	9.9	0.8	10.6

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

Q3	% Change					
			Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
(\$ in Millions)	2021	2020				
Consumer Health	\$ 3,700	\$ 3,514	5.3%	4.1	1.2	5.7
Pharmaceutical	12,994	11,418	13.8	13.2	0.6	13.8
Medical Devices	6,644	6,150	8.0	7.0	1.0	7.6
Worldwide	\$ 23,338	\$ 21,082	10.7%	9.9	0.8	10.6

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

THIRD QUARTER 2021 SEGMENT COMMENTARY:

Consumer Health

Consumer Health worldwide operational sales, excluding the net impact of acquisitions and divestitures, increased 5.7%* primarily driven by over-the-counter (OTC) products. Major contributors to growth were TYLENOL and MOTRIN analgesics, upper respiratory products, and digestive health in OTC, and AVEENO in Skin Health / Beauty.

Pharmaceutical

Pharmaceutical worldwide operational sales, excluding the net impact of acquisitions and divestitures, grew 13.8%* 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, TREMFYA (guselkumab), a biologic for the treatment of adults living with moderate to severe plaque psoriasis, and for adults with active psoriatic arthritis, ERLEADA (apalutamide), a next-generation androgen receptor inhibitor for the treatment of patients with prostate cancer, INVEGA SUSTENNA/XEPLION/INVEGA TRINZA/TREVICTA (paliperidone palmitate), long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults, and OPSUMIT (macitentan) an oral endothelin receptor antagonist indicated for the treatment of pulmonary arterial hypertension to delay disease progression. Also contributing to growth was sales of the not-for-profit COVID-19 Vaccine (Ad26.COVS.2.S) for the treatment of the SARS-CoV-2 virus. This growth was partially offset by declines in U.S. sales of REMICADE (infliximab), a biologic approved for the treatment of a number of immune-mediated inflammatory diseases, and INVOKANA (canagliflozin) for the treatment of adults with type 2 diabetes.

Medical Devices

Medical Devices worldwide operational sales, excluding the net impact of acquisitions and divestitures, grew 7.6%*, driven by electrophysiology products in Interventional Solutions, wound closure products in General Surgery, surgical vision products and contact lenses in Vision, trauma, hips, and knees in Orthopaedics, and energy, endocutters, and biosurgicals in Advanced Surgery. Growth was partially offset by Spine, Sports & Other.

NOTABLE NEW ANNOUCEMENTS 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 Decisions	INVEGA HAFYERA (paliperidone palmitate) Receives FDA Approval For First and Only Twice-Yearly Treatment for Adults with Schizophrenia	(press release)
	XARELTO (rivaroxaban) Plus Aspirin Receives FDA Approval For Expanded Peripheral Artery Disease (PAD) Indication to Include Patients After Lower-Extremity Revascularization (LER)	(press release)
	UPTRAVI (selexipag) Receives FDA Approval For Intravenous Use in Adult Patients with Pulmonary Arterial Hypertension (PAH)	(press release)
Regulatory Submissions	Johnson & Johnson Announces Submission of Emergency Use Authorization Amendment to the U.S. FDA to Support Booster of its Single-Shot COVID-19 Vaccine ¹	(press release)
	Janssen Submits Application Seeking U.S. FDA Approval of STELARA (ustekinumab) for the Treatment of Pediatric Patients With Juvenile Psoriatic Arthritis ¹	(press release)
Other	Alex Gorsky to Transition Role of Chief Executive Officer of Johnson & Johnson to Joaquin Duato, Effective January 3, 2022	(press release)
	Dr. Paul Stoffels, Vice Chairman of the Executive Committee and Chief Scientific Officer of Johnson & Johnson to Retire, Effective December 31, 2021 ¹	(press release)
	Johnson & Johnson Announces Real-World Evidence and Phase 3 Data Confirming Strong and Long-Lasting Protection of Single-Shot COVID-19 Vaccine in the U.S.	(press release)
	Johnson & Johnson Issues Statement on Nationwide Opioid Settlement Agreement	(press release)
	DePuy Synthes Announces Introduction of the INHANCE Shoulder System, a First-to-Market, Fully Integrated Shoulder Arthroplasty System	(press release)
	Janssen Announces Start of Phase 3 Trial for Investigational Respiratory Syncytial Virus (RSV) Vaccine in Older Adults	(press release)
	Janssen Receives Positive CHMP Opinion for BYANLI (six-monthly paliperidone palmitate) for the Maintenance Treatment of Schizophrenia in Adults	(press release)
	Ethicon Announces ECHELON CIRCULAR Powered Stapler Associated with Major Reduction in Serious Complications Following Colorectal Surgery	(press release)
	Johnson & Johnson Takes Steps to Equitably Resolve All Current and Future Talc Claims ¹	(press release)
	Janssen Receives Positive CHMP Opinion for RYBREVANT (amivantamab) for the Treatment of Patients with Advanced Non-Small Cell Lung Cancer with EGFR Exon 20 Insertion Mutations After Failure of Platinum-Based Therapy ¹	(press release)
	Johnson & Johnson COVID-19 Vaccine Booster Shot Unanimously Recommended for Emergency Use Authorization by U.S. FDA Advisory Committee ¹	(press release)

¹Subsequent to the quarter

FULL-YEAR 2021 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.

<i>(\$ in Billions, except EPS)</i>	October 2021 (Base Business)	October 2021 (incl. COVID Vx)	July 2021 (Base Business)	July 2021 (incl. COVID Vx)
Adjusted Operational Sales ^{1,2} Change vs. Prior Year	9.9% - 10.5%	12.9% - 13.5%	9.5% - 10.5%	12.5% - 13.5%
Operational Sales ² Change vs. Prior Year	\$90.3B – 90.8B 9.4% – 10.0%	\$92.8 - \$93.3B 12.4% – 13.0%	\$90.0B - \$90.8B 9.0% – 10.0%	\$92.5B - \$93.3B 12.0% – 13.0%
Estimated Reported Sales ³ Change vs. Prior Year	\$91.6B - \$92.1B 10.9% – 11.5%	\$94.1B - \$94.6B 13.9% – 14.5%	\$91.3B - \$92.1B 10.5% – 11.5%	\$93.8B - \$94.6B 13.5% – 14.5%

Adjusted Operational EPS (Diluted) ^{2,4} Change vs. Prior Year		\$9.65 - \$9.70 20.2% - 20.8%		\$9.50 - \$9.60 18.4% - 19.6%
Adjusted EPS (Diluted) ^{3,4} Change vs. Prior Year		\$9.77 - \$9.82 21.7% - 22.3%		\$9.60 - \$9.70 19.6% - 20.8%

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: July 2021 = \$1.19 and October = \$1.19 (Illustrative purposes only)

⁴ [Non-GAAP financial measure](#); excludes intangible amortization expense and special items

Note: % may have been rounded

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 January 3, 2021 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.

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Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)					
THIRD QUARTER					
		Percent Change			
	2021	2020	Total	Operations	Currency
Sales to customers by segment of business					
Consumer Health					
U.S.	\$ 1,625	1,556	4.5 %	4.5	-
International	2,075	1,958	5.9	3.7	2.2
	3,700	3,514	5.3	4.1	1.2
Pharmaceutical					
U.S.	7,221	6,438	12.2	12.2	-
International	5,773	4,980	15.9	14.6	1.3
	12,994	11,418	13.8	13.2	0.6
Medical Devices					
U.S.	3,117	3,092	0.8	0.8	-
International	3,527	3,058	15.4	13.3	2.1
	6,644	6,150	8.0	7.0	1.0
U.S.	11,963	11,086	7.9	7.9	-
International	11,375	9,996	13.8	12.1	1.7
Worldwide	\$ 23,338	21,082	10.7 %	9.9	0.8

NINE MONTHS					
		Percent Change			
	2021	2020	Total	Operations	Currency
Sales to customers by segment of business					
Consumer Health					
U.S.	\$ 4,987	4,853	2.8 %	2.8	-
International	5,991	5,582	7.3	3.5	3.8
	10,978	10,435	5.2	3.1	2.1
Pharmaceutical					
U.S.	20,536	18,619	10.3	10.3	-
International	17,256	14,685	17.5	12.5	5.0
	37,792	33,304	13.5	11.3	2.2
Medical Devices					
U.S.	9,470	7,852	20.6	20.6	-
International	10,731	8,518	26.0	20.5	5.5
	20,201	16,370	23.4	20.5	2.9
U.S.	34,993	31,324	11.7	11.7	-
International	33,978	28,785	18.0	13.1	4.9
Worldwide	\$ 68,971	60,109	14.7 %	12.4	2.3

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				
	2021	2020	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 11,963	11,086	7.9 %	7.9	-
Europe	5,587	4,819	15.9	14.6	1.3
Western Hemisphere excluding U.S.	1,500	1,296	15.7	13.4	2.3
Asia-Pacific, Africa	4,288	3,881	10.5	8.5	2.0
International	11,375	9,996	13.8	12.1	1.7
Worldwide	\$ 23,338	21,082	10.7 %	9.9	0.8

	NINE MONTHS				
	2021	2020	Total	Percent Change	
				Operations	Currency
	\$ 34,993	31,324	11.7 %	11.7	-
	16,669	13,709	21.6	15.3	6.3
	4,291	3,931	9.2	8.1	1.1
	13,018	11,145	16.8	12.3	4.5
	33,978	28,785	18.0	13.1	4.9
	\$ 68,971	60,109	14.7 %	12.4	2.3

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

	2021		2020		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 23,338	100.0	\$ 21,082	100.0	10.7
Cost of products sold	7,250	31.1	6,972	33.1	4.0
Gross Profit	16,088	68.9	14,110	66.9	14.0
Selling, marketing and administrative expenses	6,000	25.7	5,431	25.8	10.5
Research and development expense	3,422	14.7	2,840	13.5	20.5
In-process research and development	900	3.9	138	0.6	
Interest (income) expense, net	7	0.0	32	0.1	
Other (income) expense, net	1,850	7.9	1,200	5.7	
Restructuring	60	0.2	68	0.3	
Earnings before provision for taxes on income	3,849	16.5	4,401	20.9	(12.5)
Provision for taxes on income	182	0.8	847	4.0	(78.5)
Net earnings	\$ 3,667	15.7	\$ 3,554	16.9	3.2
Net earnings per share (Diluted)	\$ 1.37		\$ 1.33		3.0
Average shares outstanding (Diluted)	2,674.9		2,669.3		
Effective tax rate	4.7 %		19.2 %		

Adjusted earnings before provision for taxes and net earnings ⁽¹⁾

Earnings before provision for taxes on income	\$ 8,058	34.5	\$ 7,246	34.4	11.2
Net earnings	\$ 6,968	29.9	\$ 5,868	27.8	18.7
Net earnings per share (Diluted)	\$ 2.60		\$ 2.20		18.2
Effective tax rate	13.5 %		19.0 %		

⁽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

	2021		2020		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 68,971	100.0	\$ 60,109	100.0	14.7
Cost of products sold	21,900	31.8	20,613	34.3	6.2
Gross Profit	47,071	68.2	39,496	65.7	19.2
Selling, marketing and administrative expenses	17,505	25.4	15,627	26.0	12.0
Research and development expense	9,994	14.5	8,127	13.5	23.0
In-process research and development	900	1.3	144	0.3	
Interest (income) expense, net	83	0.1	16	0.0	
Other (income) expense, net	480	0.7	545	0.9	
Restructuring	169	0.2	187	0.3	
Earnings before provision for taxes on income	17,940	26.0	14,850	24.7	20.8
Provision for taxes on income	1,798	2.6	1,874	3.1	(4.1)
Net earnings	\$ 16,142	23.4	\$ 12,976	21.6	24.4
Net earnings per share (Diluted)	\$ 6.04		\$ 4.86		24.3
Average shares outstanding (Diluted)	2,674.6		2,670.8		
Effective tax rate	10.0 %		12.6 %		
Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 24,125	35.0	\$ 19,827	33.0	21.7
Net earnings	\$ 20,517	29.7	\$ 16,468	27.4	24.6
Net earnings per share (Diluted)	\$ 7.67		\$ 6.17		24.3
Effective tax rate	15.0 %		16.9 %		

⁽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	
	2021	2020	2021	2020
Net Earnings, after tax- as reported	\$3,667	\$3,554	\$16,142	\$12,976
<i>Pre-tax Adjustments</i>				
Intangible Asset Amortization expense	1,159	1,181	3,576	3,426
Litigation expense, net	2,077	1,477	2,054	2,210
IPR&D	900	138	900	144
Restructuring related	121	130	333	363
Acquisition, integration and divestiture related ¹	20	(154)	(504)	(1,087)
(Gains)/losses on securities	(127)	32	(335)	(174)
Medical Device Regulation	59	38	161	89
Other	-	3	-	6
<i>Tax Adjustments</i>				
Tax impact on special item adjustments ²	(849)	(482)	(1,097)	(1,002)
Tax legislation and related impacts	(59)	(49)	(713)	(483)
Adjusted Net Earnings, after tax	\$6,968	\$5,868	\$20,517	\$16,468
Average shares outstanding (Diluted)	2,674.9	2,669.3	2,674.6	2,670.8
Adjusted net earnings per share (Diluted)	\$2.60	\$2.20	\$7.67	\$6.17
Operational adjusted net earnings per share (Diluted)	\$2.56		\$7.47	

Notes:

¹ Acquisition, integration and divestiture related for the nine months of 2021 primarily includes the gain on the divestiture of two Pharmaceutical brands outside of the U.S. Acquisition, integration and divestiture related 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.

² 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 2021 ACTUAL vs. 2020 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	Medical Devices	Total
WW As Reported	5.3%	13.8%	8.0%	10.7%
U.S.	4.5%	12.2%	0.8%	7.9%
International	5.9%	15.9%	15.4%	13.8%
WW Currency	1.2	0.6	1.0	0.8
U.S.	-	-	-	-
International	2.2	1.3	2.1	1.7
WW Operational	4.1%	13.2%	7.0%	9.9%
U.S.	4.5%	12.2%	0.8%	7.9%
International	3.7%	14.6%	13.3%	12.1%
General Surgery				
<i>Advanced Sterilization Products</i>			0.4	0.1
U.S.			0.0	0.0
International			0.8	0.2
Skin Health / Beauty				
<i>Dr. Ci Labo - Sedona</i>	1.1			0.2
U.S.	0.0			0.0
International	2.0			0.4
All Other Acquisitions and Divestitures	0.5	0.6	0.2	0.4
U.S.	0.6	0.0	0.3	0.1
International	0.3	1.4	0.0	0.8
WW Adjusted Operational	5.7%	13.8%	7.6%	10.6%
U.S.	5.1%	12.2%	1.1%	8.0%
International	6.1%	16.0%	14.1%	13.5%

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 2021 ACTUAL vs. 2020 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	Medical Devices	Total
WW As Reported	5.2%	13.5%	23.4%	14.7%
U.S.	2.8%	10.3%	20.6%	11.7%
International	7.3%	17.5%	26.0%	18.0%
WW Currency	2.1	2.2	2.9	2.3
U.S.	-	-	-	-
International	3.8	5.0	5.5	4.9
WW Operational	3.1%	11.3%	20.5%	12.4%
U.S.	2.8%	10.3%	20.6%	11.7%
International	3.5%	12.5%	20.5%	13.1%
General Surgery				
<i>Advanced Sterilization Products</i>			0.6	0.2
U.S.			0.0	0.0
International			1.2	0.3
Skin Health / Beauty				
<i>Dr. Ci Labo - Sedona</i>	0.5			0.1
U.S.	0.0			0.0
International	0.9			0.2
All Other Acquisitions and Divestitures	0.5	0.5	0.2	0.4
U.S.	0.5	(0.1)	0.4	0.1
International	0.3	1.3	0.0	0.7
WW Adjusted Operational	4.1%	11.8%	21.4%	13.1%
U.S.	3.3%	10.2%	21.0%	11.8%
International	4.7%	13.8%	21.7%	14.4%

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



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT ⁽²⁾					
OTC					
US	\$ 686	601	14.0%	14.0%	-
Intl	686	541	26.9%	22.8%	4.1%
WW	1,372	1,142	20.1%	18.2%	1.9%
SKIN HEALTH / BEAUTY					
US	569	572	-0.5%	-0.5%	-
Intl	555	577	-3.8%	-5.5%	1.7%
WW	1,124	1,149	-2.2%	-3.0%	0.8%
ORAL CARE					
US	150	164	-8.4%	-8.4%	-
Intl	248	248	0.1%	-1.8%	1.9%
WW	398	412	-3.3%	-4.5%	1.2%
BABY CARE					
US	95	91	5.2%	5.2%	-
Intl	296	302	-2.0%	-3.1%	1.1%
WW	391	393	-0.3%	-1.2%	0.9%
WOMEN'S HEALTH					
US	3	3	20.1%	20.1%	-
Intl	229	227	0.5%	0.6%	-0.1%
WW	232	230	0.8%	0.8%	0.0%
WOUND CARE / OTHER					
US	122	125	-2.6%	-2.6%	-
Intl	61	64	-5.2%	-9.0%	3.8%
WW	182	189	-3.5%	-4.8%	1.3%
TOTAL CONSUMER HEALTH					
US	1,625	1,556	4.5%	4.5%	-
Intl	2,075	1,958	5.9%	3.7%	2.2%
WW	\$ 3,700	3,514	5.3%	4.1%	1.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	NINE MONTHS				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT ⁽²⁾					
OTC					
US	\$ 1,960	1,917	2.2%	2.2%	-
Intl	1,894	1,722	10.0%	3.9%	6.1%
WW	3,854	3,639	5.9%	3.0%	2.9%
SKIN HEALTH / BEAUTY					
US	1,862	1,767	5.4%	5.4%	-
Intl	1,595	1,506	5.9%	2.1%	3.8%
WW	3,457	3,273	5.6%	3.9%	1.7%
ORAL CARE					
US	478	510	-6.2%	-6.2%	-
Intl	762	694	9.9%	5.9%	4.0%
WW	1,240	1,204	3.0%	0.8%	2.2%
BABY CARE					
US	288	279	3.3%	3.3%	-
Intl	879	831	5.8%	4.6%	1.2%
WW	1,167	1,110	5.2%	4.3%	0.9%
WOMEN'S HEALTH					
US	9	10	-5.7%	-5.7%	-
Intl	675	654	3.1%	2.3%	0.8%
WW	684	664	3.0%	2.1%	0.9%
WOUND CARE / OTHER					
US	390	370	5.3%	5.3%	-
Intl	186	175	5.8%	0.0%	5.8%
WW	575	545	5.4%	3.6%	1.8%
TOTAL CONSUMER HEALTH					
US	4,987	4,853	2.8%	2.8%	-
Intl	5,991	5,582	7.3%	3.5%	3.8%
WW	\$ 10,978	10,435	5.2%	3.1%	2.1%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					
	THIRD QUARTER					
	2021	2020	% Change			
		Reported	Operational ⁽¹⁾	Currency		
PHARMACEUTICAL SEGMENT ^(2,3)						
IMMUNOLOGY						
US	\$ 2,771	2,558	8.3%	8.3%	-	
Intl	1,480	1,230	20.3%	18.8%	1.5%	
WW	4,250	3,789	12.2%	11.7%	0.5%	
REMICADE						
US	480	634	-24.3%	-24.3%	-	
US Exports ⁽⁴⁾	47	78	-40.2%	-40.2%	-	
Intl	234	209	12.2%	8.1%	4.1%	
WW	761	921	-17.4%	-18.3%	0.9%	
SIMPONI / SIMPONI ARIA						
US	295	312	-5.3%	-5.3%	-	
Intl	276	280	-1.1%	-0.7%	-0.4%	
WW	571	592	-3.3%	-3.1%	-0.2%	
STELARA						
US	1,569	1,313	19.5%	19.5%	-	
Intl	809	634	27.7%	26.3%	1.4%	
WW	2,378	1,947	22.2%	21.7%	0.5%	
TREMFYA						
US	376	222	69.7%	69.7%	-	
Intl	161	105	52.5%	50.5%	2.0%	
WW	537	327	64.1%	63.5%	0.6%	
OTHER IMMUNOLOGY						
US	3	-	*	*	-	
Intl	0	3	*	*	*	
WW	3	3	-26.4%	-27.5%	1.1%	
INFECTIOUS DISEASES						
US	679	413	64.3%	64.3%	-	
Intl	709	451	57.2%	55.6%	1.6%	
WW	1,389	864	60.6%	59.8%	0.8%	
COVID-19 VACCINE						
US	270	-	*	*	-	
Intl	233	-	*	*	-	
WW	502	-	*	*	-	
EDURANT / rilpivirine						
US	12	11	8.4%	8.4%	-	
Intl	247	226	9.7%	8.7%	1.0%	
WW	259	236	9.6%	8.6%	1.0%	
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA						
US	380	379	0.4%	0.4%	-	
Intl	137	147	-7.1%	-8.8%	1.7%	
WW	517	526	-1.7%	-2.2%	0.5%	
OTHER INFECTIOUS DISEASES						
US	18	24	-26.0%	-26.0%	-	
Intl	93	78	18.3%	15.2%	3.1%	
WW	110	102	7.8%	5.4%	2.4%	

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					
	NINE MONTHS					
	2021	2020	% Change			
		Reported	Operational ⁽¹⁾	Currency		
PHARMACEUTICAL SEGMENT ^(2,3)						
IMMUNOLOGY						
US	\$ 7,932	7,330	8.2%	8.2%	-	
Intl	4,464	3,619	23.3%	17.6%	5.7%	
WW	12,395	10,950	13.2%	11.3%	1.9%	
REMICADE						
US	1,508	1,852	-18.6%	-18.6%	-	
US Exports ⁽⁴⁾	197	321	-38.7%	-38.7%	-	
Intl	721	673	7.1%	1.4%	5.7%	
WW	2,426	2,846	-14.8%	-16.1%	1.3%	
SIMPONI / SIMPONI ARIA						
US	840	840	0.0%	0.0%	-	
Intl	877	827	6.1%	2.8%	3.3%	
WW	1,717	1,667	3.0%	1.4%	1.6%	
STELARA						
US	4,396	3,668	19.9%	19.9%	-	
Intl	2,404	1,795	33.9%	27.5%	6.4%	
WW	6,800	5,463	24.5%	22.4%	2.1%	
TREMFYA						
US	975	650	50.1%	50.1%	-	
Intl	459	316	45.4%	38.0%	7.4%	
WW	1,434	965	48.5%	46.1%	2.4%	
OTHER IMMUNOLOGY						
US	15	-	*	*	-	
Intl	3	9	-68.6%	-70.8%	2.2%	
WW	18	9	91.6%	89.5%	2.1%	
INFECTIOUS DISEASES						
US	1,635	1,265	29.2%	29.2%	-	
Intl	1,788	1,397	28.0%	23.2%	4.8%	
WW	3,424	2,662	28.6%	26.1%	2.5%	
COVID-19 VACCINE						
US	421	-	*	*	-	
Intl	346	-	*	*	-	
WW	766	-	*	*	-	
EDURANT / rilpivirine						
US	31	33	-4.8%	-4.8%	-	
Intl	733	684	7.2%	1.7%	5.5%	
WW	764	716	6.7%	1.4%	5.3%	
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA						
US	1,128	1,154	-2.2%	-2.2%	-	
Intl	440	461	-4.6%	-8.6%	4.0%	
WW	1,568	1,615	-2.9%	-4.1%	1.2%	
OTHER INFECTIOUS DISEASES						
US	55	79	-29.6%	-29.6%	-	
Intl	270	252	6.9%	2.6%	4.3%	
WW	325	331	-1.8%	-5.0%	3.2%	

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE					
US	835	759	10.2%	10.2%	-
Intl	854	846	0.8%	-0.5%	1.3%
WW	<u>1,689</u>	<u>1,605</u>	5.3%	4.6%	0.7%
<u>CONCERTA / Methylphenidate</u>					
US	35	43	-19.5%	-19.5%	-
Intl	122	107	14.2%	12.5%	1.7%
WW	<u>157</u>	<u>149</u>	4.5%	3.3%	1.2%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>					
US	648	585	11.0%	11.0%	-
Intl	355	341	4.3%	3.2%	1.1%
WW	<u>1,004</u>	<u>926</u>	8.5%	8.1%	0.4%
<u>RISPERDAL CONSTA</u>					
US	71	70	1.3%	1.3%	-
Intl	69	81	-16.7%	-16.0%	-0.7%
WW	<u>140</u>	<u>152</u>	-8.4%	-8.0%	-0.4%
<u>OTHER NEUROSCIENCE</u>					
US	81	60	34.7%	34.7%	-
Intl	307	317	-2.9%	-4.8%	1.9%
WW	<u>388</u>	<u>377</u>	3.1%	1.5%	1.6%
ONCOLOGY					
US	1,525	1,267	20.3%	20.3%	-
Intl	2,140	1,862	14.9%	13.8%	1.1%
WW	<u>3,665</u>	<u>3,129</u>	17.1%	16.5%	0.6%
<u>DARZALEX</u>					
US	841	585	43.7%	43.7%	-
Intl	739	514	43.7%	42.0%	1.7%
WW	<u>1,580</u>	<u>1,099</u>	43.7%	42.9%	0.8%
<u>ERLEADA</u>					
US	214	152	40.5%	40.5%	-
Intl	130	55	*	*	*
WW	<u>344</u>	<u>206</u>	66.7%	65.8%	0.9%
<u>IMBRUVICA</u>					
US	413	450	-8.3%	-8.3%	-
Intl	654	581	12.6%	10.9%	1.7%
WW	<u>1,066</u>	<u>1,031</u>	3.5%	2.5%	1.0%
<u>ZYTIGA / abiraterone acetate</u>					
US	25	58	-57.0%	-57.0%	-
Intl	523	532	-1.8%	-2.1%	0.3%
WW	<u>548</u>	<u>590</u>	-7.2%	-7.5%	0.3%
<u>OTHER ONCOLOGY</u>					
US	32	21	49.6%	49.6%	-
Intl	94	181	-48.0%	-47.2%	-0.8%
WW	<u>126</u>	<u>203</u>	-37.6%	-36.9%	-0.7%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	NINE MONTHS				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
	2,448	2,285	7.2%	7.2%	-
	2,770	2,565	8.0%	4.1%	3.9%
	<u>5,218</u>	<u>4,850</u>	7.6%	5.5%	2.1%
	117	150	-22.1%	-22.1%	-
	372	319	16.4%	11.6%	4.8%
	<u>489</u>	<u>469</u>	4.1%	0.8%	3.3%
	1,882	1,704	10.4%	10.4%	-
	1,111	983	13.0%	7.6%	5.4%
	<u>2,994</u>	<u>2,688</u>	11.4%	9.4%	2.0%
	210	220	-4.7%	-4.7%	-
	242	254	-5.1%	-8.3%	3.2%
	<u>452</u>	<u>475</u>	-4.9%	-6.6%	1.7%
	239	210	13.9%	13.9%	-
	1,045	1,008	3.7%	1.5%	2.2%
	<u>1,284</u>	<u>1,218</u>	5.5%	3.6%	1.9%
	4,364	3,623	20.4%	20.4%	-
	6,406	5,310	20.6%	15.3%	5.3%
	<u>10,770</u>	<u>8,933</u>	20.6%	17.4%	3.2%
	2,302	1,540	49.5%	49.5%	-
	2,076	1,397	48.6%	42.2%	6.4%
	<u>4,378</u>	<u>2,937</u>	49.1%	46.0%	3.1%
	578	407	41.8%	41.8%	-
	329	112	*	*	*
	<u>907</u>	<u>519</u>	74.7%	72.2%	2.5%
	1,311	1,329	-1.3%	-1.3%	-
	1,996	1,682	18.7%	13.1%	5.6%
	<u>3,307</u>	<u>3,011</u>	9.9%	6.7%	3.2%
	96	284	-66.2%	-66.2%	-
	1,653	1,564	5.7%	0.9%	4.8%
	<u>1,749</u>	<u>1,848</u>	-5.4%	-9.4%	4.0%
	76	63	21.0%	21.0%	-
	352	556	-36.6%	-38.5%	1.9%
	<u>428</u>	<u>619</u>	-30.7%	-32.4%	1.7%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
<u>PULMONARY HYPERTENSION</u>					
US	610	510	19.7%	19.7%	-
Intl	258	239	7.9%	8.4%	-0.5%
WW	868	749	15.9%	16.1%	-0.2%
<u>OPSUMIT</u>					
US	299	244	22.8%	22.8%	-
Intl	159	148	7.4%	7.8%	-0.4%
WW	458	392	17.0%	17.1%	-0.1%
<u>UPTRAVI</u>					
US	265	226	17.3%	17.3%	-
Intl	44	34	30.4%	28.8%	1.6%
WW	309	260	19.0%	18.8%	0.2%
<u>OTHER PULMONARY HYPERTENSION</u>					
US	47	40	14.4%	14.4%	-
Intl	54	57	-4.4%	-2.1%	-2.3%
WW	101	97	3.4%	4.8%	-1.4%
<u>CARDIOVASCULAR / METABOLISM / OTHER</u>					
US	800	931	-14.0%	-14.0%	-
Intl	333	351	-5.1%	-8.2%	3.1%
WW	1,133	1,281	-11.5%	-12.4%	0.9%
<u>XARELTO</u>					
US	636	630	0.8%	0.8%	-
Intl	-	-	-	-	-
WW	636	630	0.8%	0.8%	-
<u>INVOKANA / INVOKAMET</u>					
US	66	156	-57.4%	-57.4%	-
Intl	67	68	-1.0%	-4.3%	3.3%
WW	133	224	-40.3%	-41.3%	1.0%
<u>PROCRIT / EPREX</u>					
US	47	69	-30.9%	-30.9%	-
Intl	65	63	3.1%	0.5%	2.6%
WW	112	132	-14.6%	-15.8%	1.2%
<u>OTHER</u>					
US	51	75	-32.6%	-32.6%	-
Intl	200	219	-8.7%	-11.9%	3.2%
WW	251	294	-14.8%	-17.2%	2.4%
<u>TOTAL PHARMACEUTICAL</u>					
US	7,221	6,438	12.2%	12.2%	-
Intl	5,773	4,980	15.9%	14.6%	1.3%
WW	\$ 12,994	\$ 11,418	13.8%	13.2%	0.6%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	NINE MONTHS				
	2021	2020	% Change		
			Reported	Operational ⁽¹⁾	Currency
	1,778	1,541	15.4%	15.4%	-
	821	742	10.7%	7.3%	3.4%
	2,599	2,283	13.9%	12.7%	1.2%
	861	729	18.2%	18.2%	-
	510	458	11.3%	7.7%	3.6%
	1,371	1,187	15.5%	14.1%	1.4%
	792	692	14.6%	14.6%	-
	135	100	34.6%	27.9%	6.7%
	927	792	17.1%	16.2%	0.9%
	125	121	2.8%	2.8%	-
	176	183	-3.7%	-5.0%	1.3%
	301	304	-1.1%	-1.9%	0.8%
	2,379	2,574	-7.6%	-7.6%	-
	1,007	1,052	-4.2%	-9.3%	5.1%
	3,386	3,625	-6.6%	-8.1%	1.5%
	1,794	1,716	4.5%	4.5%	-
	-	-	-	-	-
	1,794	1,716	4.5%	4.5%	-
	249	405	-38.4%	-38.4%	-
	194	173	11.9%	5.8%	6.1%
	443	578	-23.4%	-25.2%	1.8%
	168	215	-21.7%	-21.7%	-
	198	208	-4.7%	-9.7%	5.0%
	366	423	-13.4%	-15.8%	2.4%
	168	238	-29.3%	-29.3%	-
	615	670	-8.3%	-13.1%	4.8%
	783	908	-13.8%	-17.3%	3.5%
	20,536	18,619	10.3%	10.3%	-
	17,256	14,685	17.5%	12.5%	5.0%
	\$ 37,792	\$ 33,304	13.5%	11.3%	2.2%

MEDICAL DEVICES SEGMENT ⁽²⁾**INTERVENTIONAL SOLUTIONS**

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2021	2020	% Change		
		Reported	Operational ⁽¹⁾	Currency	
US	\$ 444	399	11.1%	11.1%	-
Intl	513	437	17.7%	15.1%	2.6%
WW	<u>957</u>	<u>836</u>	14.5%	13.2%	1.3%
ORTHOPAEDICS					
US	1,249	1,308	-4.5%	-4.5%	-
Intl	843	774	8.8%	6.8%	2.0%
WW	<u>2,093</u>	<u>2,083</u>	0.5%	-0.3%	0.8%
HIPS					
US	210	221	-5.3%	-5.3%	-
Intl	146	124	18.8%	16.0%	2.8%
WW	<u>356</u>	<u>345</u>	3.3%	2.3%	1.0%
KNEES					
US	184	205	-9.8%	-9.8%	-
Intl	131	102	28.1%	25.9%	2.2%
WW	<u>316</u>	<u>308</u>	2.8%	2.1%	0.7%
TRAUMA					
US	455	433	5.3%	5.3%	-
Intl	260	253	2.4%	0.9%	1.5%
WW	<u>715</u>	<u>685</u>	4.2%	3.7%	0.5%
SPINE, SPORTS & OTHER					
US	400	449	-11.1%	-11.1%	-
Intl	306	295	3.5%	1.5%	2.0%
WW	<u>705</u>	<u>745</u>	-5.3%	-6.1%	0.8%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2021	2020	% Change		
		Reported	Operational ⁽¹⁾	Currency	
	1,353	1,019	32.7%	32.7%	-
	<u>1,599</u>	<u>1,134</u>	41.1%	34.3%	6.8%
	<u>2,952</u>	<u>2,153</u>	37.1%	33.6%	3.5%
	3,821	3,427	11.5%	11.5%	-
	<u>2,611</u>	<u>2,145</u>	21.7%	15.4%	6.3%
	<u>6,433</u>	<u>5,572</u>	15.4%	13.0%	2.4%
	654	564	15.9%	15.9%	-
	<u>451</u>	<u>344</u>	31.3%	24.1%	7.2%
	<u>1,105</u>	<u>908</u>	21.8%	19.0%	2.8%
	579	527	10.0%	10.0%	-
	<u>403</u>	<u>298</u>	35.4%	28.2%	7.2%
	<u>983</u>	<u>825</u>	19.2%	16.6%	2.6%
	1,352	1,194	13.3%	13.3%	-
	<u>805</u>	<u>698</u>	15.2%	9.5%	5.7%
	<u>2,157</u>	<u>1,892</u>	14.0%	11.9%	2.1%
	1,236	1,142	8.2%	8.2%	-
	<u>952</u>	<u>805</u>	18.2%	12.0%	6.2%
	<u>2,187</u>	<u>1,947</u>	12.3%	9.7%	2.6%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2021	2020	% Change		
		Reported	Operational ⁽¹⁾	Currency	
SURGERY					
US	948	913	3.9%	3.9%	-
Intl	1,457	1,239	17.6%	14.8%	2.8%
WW	<u>2,405</u>	<u>2,152</u>	11.8%	10.2%	1.6%
ADVANCED					
US	440	421	4.6%	4.6%	-
Intl	705	579	21.8%	18.4%	3.4%
WW	<u>1,144</u>	<u>1,000</u>	14.6%	12.6%	2.0%
GENERAL					
US	508	492	3.3%	3.3%	-
Intl	752	660	13.9%	11.7%	2.2%
WW	<u>1,261</u>	<u>1,152</u>	9.4%	8.1%	1.3%
VISION					
US	475	473	0.6%	0.6%	-
Intl	714	608	17.4%	17.4%	0.0%
WW	<u>1,189</u>	<u>1,081</u>	10.1%	10.0%	0.1%
CONTACT LENSES / OTHER					
US	359	375	-4.3%	-4.3%	-
Intl	522	455	14.9%	15.2%	-0.3%
WW	<u>882</u>	<u>830</u>	6.2%	6.4%	-0.2%
SURGICAL					
US	117	98	19.6%	19.6%	-
Intl	191	153	24.7%	23.7%	1.0%
WW	<u>308</u>	<u>251</u>	22.7%	22.1%	0.6%
TOTAL MEDICAL DEVICES					
US	3,117	3,092	0.8%	0.8%	-
Intl	3,527	3,058	15.4%	13.3%	2.1%
WW	<u>\$ 6,644</u>	<u>6,150</u>	8.0%	7.0%	1.0%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	NINE MONTHS				
	2021	2020	% Change		
		Reported	Operational ⁽¹⁾	Currency	
	2,881	2,247	28.2%	28.2%	-
	4,418	3,556	24.2%	18.4%	5.8%
	<u>7,299</u>	<u>5,803</u>	25.8%	22.2%	3.6%
	1,304	1,079	20.9%	20.9%	-
	2,126	1,644	29.3%	23.1%	6.2%
	<u>3,430</u>	<u>2,723</u>	26.0%	22.2%	3.8%
	1,577	1,168	35.0%	35.0%	-
	2,292	1,912	19.9%	14.5%	5.4%
	<u>3,869</u>	<u>3,080</u>	25.6%	22.3%	3.3%
	1,414	1,160	21.9%	21.9%	-
	2,103	1,683	25.0%	22.0%	3.0%
	<u>3,517</u>	<u>2,843</u>	23.7%	22.0%	1.7%
	1,082	924	17.0%	17.0%	-
	1,525	1,274	19.8%	17.3%	2.5%
	<u>2,607</u>	<u>2,198</u>	18.6%	17.2%	1.4%
	333	236	41.1%	41.1%	-
	577	409	41.1%	36.7%	4.4%
	<u>910</u>	<u>645</u>	41.1%	38.3%	2.8%
	9,470	7,852	20.6%	20.6%	-
	10,731	8,518	26.0%	20.5%	5.5%
	<u>\$ 20,201</u>	<u>16,370</u>	23.4%	20.5%	2.9%

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

(4) Reported as U.S. sales