

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

**FORM 8-K**

CURRENT REPORT  
Pursuant to Section 13 or 15(d) of The  
Securities Exchange Act of 1934

Date of report (Date of earliest event reported):

January 22, 2019



(Exact name of registrant as specified in its charter)

New Jersey  
(State or Other Jurisdiction of  
Incorporation)

I-3215  
(Commission File Number)

22-1024240  
(IRS Employer Identification No.)

One Johnson & Johnson Plaza, New Brunswick, New Jersey 08933

(Address of Principal Executive Offices)  
(Zip Code)

Registrant's telephone number, including area code:  
732-524-0400

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**Item 2.02 Results of Operations and Financial Condition**

On January 22, 2019, Johnson & Johnson issued the attached press release announcing its sales and earnings for the fourth quarter and full year ended December 30, 2018.

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits.

Exhibit No.	Description of Exhibit
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<a href="#">99.15</a>	Press Release dated January 22, 2019 for the period ended December 30, 2018.
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<a href="#">99.20</a>	Unaudited Comparative Supplementary Sales Data and Condensed Consolidated Statement of Earnings for the fourth quarter and full year.
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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**Johnson & Johnson**

(Registrant)

Date: January 22, 2019

By: /s/ Ronald A. Kapusta

\_\_\_\_\_  
Ronald A. Kapusta  
Controller  
(Principal Accounting Officer)

**Johnson & Johnson Reports 2018 Fourth-Quarter Results:**

**2018 Fourth-Quarter Sales of \$20.4 Billion increased 1.0%; EPS was \$1.12  
2018 Full-Year Sales of \$81.6 Billion increased 6.7%, Full-Year EPS was \$5.61  
Adjusted 2018 Fourth-Quarter EPS was \$1.97, an increase of 13.2%\*, and  
Adjusted 2018 Full-Year EPS was \$8.18, an increase of 12.1%\***

***Strong 2018 Full-Year Operational Sales and Adjusted EPS Growth  
of 6.3% and 12.1%, Respectively\*  
\$5 Billion Share Repurchase Program in Progress***

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

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

Net earnings and diluted earnings per share for the fourth quarter of 2018 were \$3.0 billion and \$1.12, respectively. Fourth-quarter 2018 net earnings included after-tax intangible amortization expense of approximately \$1.0 billion and a net charge for after-tax special items of approximately \$1.4 billion. Fourth-quarter 2017 net earnings included after-tax intangible amortization expense of approximately \$0.9 billion and a net charge for after-tax special items of approximately \$14.6 billion. Included in these special items was the provisional amount of approximately \$13.6 billion associated with the enactment of tax legislation. Excluding after-tax intangible amortization expense and special items, adjusted net earnings for the current quarter were \$5.4 billion and adjusted diluted earnings per share were \$1.97, representing increases of 12.5% and 13.2%, respectively, as compared to the same period in 2017.\* On an operational basis, adjusted diluted earnings per share increased 16.1%.\* A reconciliation of non-GAAP financial measures is included as an accompanying schedule.

Net earnings and diluted earnings per share for the full-year 2018 were \$15.3 billion and \$5.61, respectively. Full-year net earnings included after-tax intangible amortization expense of approximately \$3.9 billion and a net charge for after-tax special items of approximately \$3.1 billion. Full-year 2017 net earnings included after-tax intangible amortization expense of approximately \$2.5 billion and a charge for after-tax special items of approximately \$16.2 billion. Included in these special items was a provisional amount of approximately \$13.6 billion associated with the enactment of tax legislation. Excluding after-tax intangible amortization expense and special items, adjusted net

earnings for the full-year of 2018 were \$22.3 billion and adjusted diluted earnings per share were \$8.18, representing increases of 11.4% and 12.1%, respectively, as compared to the same period in 2017. \* On an operational basis, adjusted diluted earnings per share also increased 10.4%. \* A reconciliation of non-GAAP financial measures is included as an accompanying schedule.

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

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

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

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

#### Segment Sales Performance

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

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

Worldwide Pharmaceutical sales of \$40.7 billion for the full-year 2018 represented an increase of 12.4% versus the prior year with an operational increase of 11.8% and a positive impact from currency of 0.6%. Domestic sales increased 8.4%; international sales increased 18.0%, which reflected an operational increase of 16.5% and a positive

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currency impact of 1.5%. Sales included the impact of Actelion Ltd which contributed 3.4%, to worldwide operational sales growth. Excluding the net impact of acquisitions and divestitures, on an operational basis, worldwide sales increased 8.4%, domestic sales increased 4.9% and international sales increased 13.5%.\*

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

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

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

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

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

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

#### About Johnson & Johnson

At Johnson & Johnson, we believe good health is the foundation of vibrant lives, thriving communities and forward progress. That's why for more than 130 years, we have aimed to keep people well at every age and every stage of life. Today, as the world's largest and most broadly-based health care company, we are committed to using our reach and size for good. We strive to improve access and affordability, create healthier communities, and put a healthy mind, body and environment within reach of everyone, everywhere. We are blending our heart, science and ingenuity to profoundly change the trajectory of health for humanity.

\* Operational sales growth excluding the net impact of acquisitions and divestitures, as well as adjusted net earnings, adjusted diluted earnings per share and operational adjusted diluted earnings per share excluding after-tax intangible amortization expense and special items, are non-GAAP financial measures and should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. Except for guidance measures, reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the accompanying financial schedules of the earnings release and the Investor Relations section of the company's website at [www.investor.jnj.com](http://www.investor.jnj.com). Johnson & Johnson does not provide GAAP financial measures on a forward-looking basis because the company is unable to predict with reasonable certainty the ultimate outcome of legal proceedings, unusual gains and losses, acquisition-related expenses and purchase accounting fair value adjustments without unreasonable effort. These items are uncertain, depend on various factors, and could be material to Johnson & Johnson's results computed in accordance with GAAP.

Johnson & Johnson will conduct a conference call with investors to discuss this news release today at 8:30 a.m., Eastern Time. A simultaneous webcast of the call for investors and other interested parties may be accessed by visiting the Johnson & Johnson website at [www.investor.jnj.com](http://www.investor.jnj.com). A replay and podcast will be available approximately two hours after the live webcast by visiting [www.investor.jnj.com](http://www.investor.jnj.com).

Copies of the financial schedules accompanying this press release are available at [www.investor.jnj.com/historical-sales.cfm](http://www.investor.jnj.com/historical-sales.cfm). These schedules include supplementary sales data, a condensed consolidated statement of earnings, reconciliations of non-GAAP financial measures, and sales of key products/franchises. Additional information on Johnson & Johnson, including adjusted income before tax by segment, a pharmaceutical pipeline of selected compounds in late stage development and a copy of today's earnings call presentation can be found on the company's website at [www.investor.jnj.com](http://www.investor.jnj.com).

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## NOTE TO INVESTORS CONCERNING FORWARD-LOOKING STATEMENTS

This press release contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things: future operating and financial performance, product development, market position and business strategy. The reader is cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Johnson & Johnson. Risks and uncertainties include, but are not limited to: economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products and patents attained by competitors; challenges inherent in new product research and development, including unexpected clinical trial results, additional analysis of existing clinical data, uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; the impact of business combinations and divestitures; challenges to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans, including restructuring plans; manufacturing difficulties or delays, internally or within the supply chain; product efficacy or safety concerns resulting in product recalls or regulatory action; significant adverse litigation or government action, including related to product liability claims; changes to applicable laws and regulations, including tax laws, global health care reforms and import/export and trade laws; trends toward health care cost containment; changes in behavior and spending patterns of purchasers of health care products and services; financial instability of international economies and legal systems and sovereign risk; increased scrutiny of the health care industry by government agencies. A further list and descriptions of these risks, uncertainties and other factors can be found in Johnson & Johnson's Annual Report on Form 10-K for the fiscal year ended December 31, 2017, including in the sections captioned “Cautionary Note Regarding Forward-Looking Statements” and “Item 1A. Risk Factors,” in the company’s most recently filed Quarterly Report on Form 10-Q and in the company’s subsequent filings with the Securities and Exchange Commission. Copies of these filings are available online at [www.sec.gov](http://www.sec.gov), [www.jnj.com](http://www.jnj.com) or on request from Johnson & Johnson. Any forward-looking statement made in this release speaks only as of the date of this release. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.



## Johnson &amp; Johnson and Subsidiaries

## Condensed Consolidated Statement of Earnings

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

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

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

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

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

<sup>(A)</sup> NON-GAAP FINANCIAL MEASURES "Adjusted earnings before provision for taxes on income," "adjusted net earnings," "adjusted net earnings per share (diluted)," and "adjusted effective tax rate" are non-GAAP financial measures and should not be considered replacements for GAAP results. The Company provides earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate on an adjusted basis because management believes that these measures provide useful information to investors. Among other things, these measures may assist investors in evaluating the Company's results of operations period over period. In various periods, these measures may exclude such items as intangible asset amortization expense, significant costs associated with acquisitions, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters). Special items may be highly variable, difficult to predict, and of a size that sometimes has substantial impact on the Company's reported results of operations for a period. Management uses these measures internally for planning, forecasting and evaluating the performances of the Company's businesses, including allocating resources and evaluating results relative to employee performance compensation targets. Unlike earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate prepared in accordance with GAAP, adjusted earnings before provision for taxes on income, adjusted net earnings, adjusted net earnings per share (diluted), and adjusted effective tax rate may not be comparable with the calculation of similar measures for other companies. The limitations of using these non-GAAP financial measures as performance measures are that they provide a view of the Company's results of operations without including all events during a period, such as intangible asset amortization expense, the effects of an acquisition, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters) and do not provide a comparable view of the Company's performance to other companies in the health care industry. Investors should consider non-GAAP financial measures in addition to, and not as replacements for, or superior to, measures of financial performance prepared in accordance with GAAP.

N/M = Not Meaningful



**Johnson & Johnson and Subsidiaries**
**Condensed Consolidated Statement of Earnings**

	TWELVE MONTHS				
	2018		2017*		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 81,581	100.0	\$ 76,450	100.0	6.7
Cost of products sold	27,091	33.2	25,439	33.3	6.5
<b>Gross Profit</b>	<b>54,490</b>	<b>66.8</b>	<b>51,011</b>	<b>66.7</b>	<b>6.8</b>
Selling, marketing and administrative expenses	22,540	27.6	21,520	28.1	4.7
Research and development expense	10,775	13.2	10,594	13.9	1.7
In-process research and development	1,126	1.4	408	0.6	
Interest (income) expense, net	394	0.5	549	0.7	
Other (income) expense, net	1,405	1.7	(42)	(0.1)	
Restructuring	251	0.3	309	0.4	
Earnings before provision for taxes on income	17,999	22.1	17,673	23.1	1.8
Provision for taxes on income	2,702	3.3	16,373	21.4	N/M
<b>Net earnings</b>	<b>\$ 15,297</b>	<b>18.8</b>	<b>\$ 1,300</b>	<b>1.7</b>	<b>N/M</b>
Net earnings per share (Diluted)	\$ 5.61		\$ 0.47		N/M
Average shares outstanding (Diluted)	2,728.7		2,745.3		
Effective tax rate	15.0 %		92.6 %		

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

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

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

<sup>(A)</sup> NON-GAAP FINANCIAL MEASURES "Adjusted earnings before provision for taxes on income," "adjusted net earnings," "adjusted net earnings per share (diluted)," and "adjusted effective tax rate" are non-GAAP financial measures and should not be considered replacements for GAAP results. The Company provides earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate on an adjusted basis because management believes that these measures provide useful information to investors. Among other things, these measures may assist investors in evaluating the Company's results of operations period over period. In various periods, these measures may exclude such items as intangible asset amortization expense, significant costs associated with acquisitions, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters). Special items may be highly variable, difficult to predict, and of a size that sometimes has substantial impact on the Company's reported results of operations for a period. Management uses these measures internally for planning, forecasting and evaluating the performances of the Company's businesses, including allocating resources and evaluating results relative to employee performance compensation targets. Unlike earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate prepared in accordance with GAAP, adjusted earnings before provision for taxes on income, adjusted net earnings, adjusted net earnings per share (diluted), and adjusted effective tax rate may not be comparable with the calculation of similar measures for other companies. The limitations of using these non-GAAP financial measures as performance measures are that they provide a view of the Company's results of operations without including all events during a period, such as intangible asset amortization expense, the effects of an acquisition, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters) and do not provide a comparable view of the Company's performance to other companies in the health care industry. Investors should consider non-GAAP financial measures in addition to, and not as replacements for, or superior to, measures of financial performance prepared in accordance with GAAP.

N/M = Not Meaningful

**Johnson & Johnson and Subsidiaries****Supplementary Sales Data**

(Unaudited; Dollars in Millions)	FOURTH QUARTER				
	2018	2017	Total	Percent Change	
Operations				Currency	
<b>Sales to customers by segment of business</b>					
Consumer					
U.S.	\$ 1,479	1,379	7.3 %	7.3	—
International	2,057	2,161	(4.8)	0.8	(5.6)
	<b>3,536</b>	<b>3,540</b>	<b>(0.1)</b>	<b>3.3</b>	<b>(3.4)</b>
Pharmaceutical					
U.S.	5,936	5,776	2.8	2.8	—
International	4,254	3,905	8.9	13.7	(4.8)
	<b>10,190</b>	<b>9,681</b>	<b>5.3</b>	<b>7.2</b>	<b>(1.9)</b>
Medical Devices					
U.S.	3,214	3,314	(3.0)	(3.0)	—
International	3,454	3,660	(5.6)	(1.4)	(4.2)
	<b>6,668</b>	<b>6,974</b>	<b>(4.4)</b>	<b>(2.2)</b>	<b>(2.2)</b>
U.S.	10,629	10,469	1.5	1.5	—
International	9,765	9,726	0.4	5.1	(4.7)
Worldwide	<b>\$ 20,394</b>	<b>20,195</b>	<b>1.0 %</b>	<b>3.3</b>	<b>(2.3)</b>

**Johnson & Johnson and Subsidiaries****Supplementary Sales Data**

(Unaudited; Dollars in Millions)	TWELVE MONTHS				
	2018	2017	Total	Percent Change Operations	Currency
<b>Sales to customers by segment of business</b>					
Consumer					
U.S.	\$ 5,761	5,565	3.5 %	3.5	—
International	8,092	8,037	0.7	1.4	(0.7)
	<b>13,853</b>	<b>13,602</b>	<b>1.8</b>	<b>2.2</b>	<b>(0.4)</b>
Pharmaceutical					
U.S.	23,286	21,474	8.4	8.4	—
International	17,448	14,782	18.0	16.5	1.5
	<b>40,734</b>	<b>36,256</b>	<b>12.4</b>	<b>11.8</b>	<b>0.6</b>
Medical Devices					
U.S.	12,837	12,824	0.1	0.1	—
International	14,157	13,768	2.8	1.9	0.9
	<b>26,994</b>	<b>26,592</b>	<b>1.5</b>	<b>1.1</b>	<b>0.4</b>
U.S.	41,884	39,863	5.1	5.1	—
International	39,697	36,587	8.5	7.7	0.8
Worldwide	<b>\$ 81,581</b>	<b>76,450</b>	<b>6.7 %</b>	<b>6.3</b>	<b>0.4</b>

**Johnson & Johnson and Subsidiaries****Supplementary Sales Data**

(Unaudited; Dollars in Millions)

**FOURTH QUARTER**

	Percent Change				
	2018	2017	Total	Operations	Currency
<b>Sales to customers by geographic area</b>					
U.S.	\$ 10,629	10,469	1.5 %	1.5	—
Europe	4,730	4,728	0.0	3.9	(3.9)
Western Hemisphere excluding U.S.	1,456	1,519	(4.1)	7.7	(11.8)
Asia-Pacific, Africa	3,579	3,479	2.9	5.8	(2.9)
International	9,765	9,726	0.4	5.1	(4.7)
Worldwide	\$ 20,394	20,195	1.0 %	3.3	(2.3)

**Johnson & Johnson and Subsidiaries****Supplementary Sales Data**

(Unaudited; Dollars in Millions)

**TWELVE MONTHS**

			Percent Change		
	2018	2017	Total	Operations	Currency
<b>Sales to customers by geographic area</b>					
U.S.	\$ 41,884	39,863	5.1 %	5.1	—
Europe	18,753	17,126	9.5	6.2	3.3
Western Hemisphere excluding U.S.	6,113	6,041	1.2	8.2	(7.0)
Asia-Pacific, Africa	14,831	13,420	10.5	9.4	1.1
International	39,697	36,587	8.5	7.7	0.8
Worldwide	\$ 81,581	76,450	6.7 %	6.3	0.4

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

<i>(Dollars in Millions Except Per Share Data)</i>	Fourth Quarter		% Incr. / (Decr.)
	2018	2017	
Earnings before provision for taxes on income - as reported	\$ 3,122	2,560	22.0 %
Intangible asset amortization expense	1,073	1,077	
Litigation expense, net	1,288	645	
Actelion acquisition related cost	43	217	
Restructuring/Other <sup>(1)</sup>	227	284	
In-process research and development	—	408	
Diabetes asset impairment	—	35	
AMO acquisition related cost	27	25	
Contingent liability reversal	—	—	
Unrealized loss/(gain) on securities	182	—	
Impact of tax legislation	72	—	
Other	12	—	
Earnings before provision for taxes on income - as adjusted	\$ 6,046	5,251	15.1 %
Net Earnings/(Loss) - as reported	3,042	(10,713)	N/M %
Intangible asset amortization expense	957	926	
Litigation expense, net	1,113	506	
Actelion acquisition related cost	39	313	
Restructuring/Other	190	237	
In-process research and development	—	266	
Diabetes asset impairment	—	(116)	
AMO acquisition related cost	21	(198)	
Contingent liability reversal	—	—	
Unrealized loss/(gain) on securities	143	—	
Impact of tax legislation <sup>(2)</sup>	(137)	13,556	
Other	4	—	
Net Earnings - as adjusted	\$ 5,372	4,777	12.5 %
Operational Increase			15.4 %
Currency Increase/(Decrease)			(2.9) %
Diluted Net Earnings/(Loss) per share - as reported	1.12	(3.99)	N/M %
Dilutive impact of shares excluded due to net loss position	—	0.08	
Intangible asset amortization expense	0.35	0.34	
Litigation expense, net	0.41	0.19	
Actelion acquisition related cost	0.01	0.11	
Restructuring/Other	0.07	0.08	
In-process research and development	—	0.10	
Diabetes asset impairment	—	(0.04)	
AMO acquisition related cost	0.01	(0.07)	
Contingent liability reversal	—	—	
Unrealized loss/(gain) on securities	0.05	—	
Impact of tax legislation	(0.05)	4.94	
Other	—	—	
Diluted Net Earnings per share - as adjusted	\$ 1.97	1.74	13.2 %
Operational Diluted Net Earnings per share - as adjusted at 2016 foreign currency exchange rates		1.67	
Impact of currency at 2017 foreign currency exchange rates	0.05	0.07	
Operational Diluted Net Earnings per share - as adjusted at 2017 foreign currency exchange rates	\$ 2.02	1.74	16.1 %



<sup>(1)</sup> Includes \$32M recorded in cost of products sold and \$131M recorded in other (income) expense for the fourth quarter 2018, and \$42M recorded in cost of products sold and \$98M recorded in other (income) expense for the fourth quarter 2017.

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

N/M = Not Meaningful

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

<i>(Dollars in Millions Except Per Share Data)</i>	Twelve Months		% Incr. /
	2018	2017	(Decr.)
Earnings before provision for taxes on income - as reported	\$ 17,999	17,673	1.8 %
Intangible asset amortization expense	4,357	2,963	
Litigation expense, net	1,991	1,256	
Actelion acquisition related cost	243	797	
Restructuring/Other <sup>(1)</sup>	700	760	
In-process research and development	1,126	408	
Diabetes asset impairment	4	215	
AMO acquisition related cost	109	140	
Contingent liability reversal	(184)	—	
Unrealized loss/(gain) on securities	179	—	
Impact of tax legislation	72	—	
Other	102	—	
Earnings before provision for taxes on income - as adjusted	\$ 26,698	24,212	10.3 %
Net Earnings/(Loss) - as reported	15,297	1,300	N/M %
Intangible asset amortization expense	3,888	2,481	
Litigation expense, net	1,722	955	
Actelion acquisition related cost	232	767	
Restructuring/Other	585	595	
In-process research and development	859	266	
Diabetes asset impairment	3	4	
AMO acquisition related cost	89	116	
Contingent liability reversal	(184)	—	
Unrealized loss/(gain) on securities	141	—	
Impact of tax legislation <sup>(2)</sup>	(390)	13,556	
Other	73	—	
Net Earnings - as adjusted	\$ 22,315	20,040	11.4 %
Operational Increase			9.8 %
Currency Increase/(Decrease)			1.6 %
Diluted Net Earnings/(Loss) per share - as reported	5.61	0.47	N/M %
Dilutive impact of shares excluded due to net loss position	—	—	
Intangible asset amortization expense	1.42	0.90	
Litigation expense, net	0.63	0.35	
Actelion acquisition related cost	0.09	0.28	
Restructuring/Other	0.21	0.22	
In-process research and development	0.32	0.10	
Diabetes asset impairment	—	—	
AMO acquisition related cost	0.03	0.04	
Contingent liability reversal	(0.07)	—	
Unrealized loss/(gain) on securities	0.05	—	
Impact of tax legislation	(0.14)	4.94	
Other	0.03	—	
Diluted Net Earnings per share - as adjusted	\$ 8.18	7.30	12.1 %
Operational Diluted Net Earnings per share - as adjusted at 2016 foreign currency exchange rates		7.24	
Impact of currency at 2017 foreign currency exchange rates	(0.12)	0.06	
Operational Diluted Net Earnings per share - as adjusted at 2017 foreign currency exchange rates	\$ 8.06	7.30	10.4 %

<sup>(1)</sup> Includes \$105M recorded in cost of products sold and \$344M recorded in other (income) expense for twelve months YTD 2018, and \$88M recorded in cost of products sold and \$363M recorded in other (income) expense for twelve months YTD 2017.

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

N/M = Not Meaningful

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

**Operational Sales Growth Excluding Acquisitions and Divestitures <sup>(A)</sup>**  
**FOURTH QUARTER 2018 ACTUAL vs. 2017 ACTUAL**

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

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

(A) NON-GAAP FINANCIAL MEASURE "Operational sales growth excluding the net impact of acquisitions and divestitures" is a non-GAAP financial measure. Investors should consider non-GAAP financial measures in addition to, and not as replacements for, or superior to, measures of financial performance prepared in accordance with GAAP. Due to the variable nature of acquisitions and divestitures, and the impact they may have on the analysis of underlying business performance and trends, management believes that providing this measure enhances an investor's understanding of the Company's performance and may assist in the evaluation of ongoing business operations period over period. This non-GAAP financial measure is presented to permit investors to more fully understand how management assesses the performance of the Company, including for internal evaluation of the performance of the Company's businesses and planning and forecasting for future periods. The use of this non-GAAP financial measure as a performance measure is limited in that it provides a view of the Company's results of operations without including all events during a period and may not provide a comparable view of the Company's performance to that of other companies in the health care industry.

Johnson & Johnson and Subsidiaries

Reconciliation of Non-GAAP Financial Measure

Operational Sales Growth Excluding Acquisitions and Divestitures <sup>(A)</sup>

TWELVE MONTHS 2018 ACTUAL vs. 2017 ACTUAL

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

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

(A) NON-GAAP FINANCIAL MEASURE “Operational sales growth excluding the net impact of acquisitions and divestitures” is a non-GAAP financial measure. Investors should consider non-GAAP financial measures in addition to, and not as replacements for, or superior to, measures of financial performance prepared in accordance with GAAP. Due to the variable nature of acquisitions and divestitures, and the impact they may have on the analysis of underlying business performance and trends, management believes that providing this measure enhances an investor’s understanding of the Company’s performance and may assist in the evaluation of ongoing business operations period over period. This non-GAAP financial measure is presented to permit investors to more fully understand how management assesses the performance of the Company, including for internal evaluation of the performance of the Company’s businesses and planning and forecasting for future periods. The use of this non-GAAP financial measure as a performance measure is limited in that it provides a view of the Company’s results of operations without including all events during a period and may not provide a comparable view of the Company’s performance to that of other companies in the health care industry.

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# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	FOURTH QUARTER				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>CONSUMER SEGMENT <sup>(2)</sup></b>					
<b>BABY CARE</b>					
US	\$ 116	123	(5.7)%	(5.7)%	—%
Intl	<u>357</u>	<u>367</u>	(2.7)	4.8	(7.5)
WW	<u>473</u>	<u>490</u>	(3.5)	2.1	(5.6)
<b>BEAUTY</b>					
US	612	596	2.7	2.7	—
Intl	<u>499</u>	<u>514</u>	(2.9)	2.4	(5.3)
WW	<u>1,111</u>	<u>1,110</u>	0.1	2.5	(2.4)
<b>ORAL CARE</b>					
US	165	156	5.8	5.8	—
Intl	<u>234</u>	<u>237</u>	(1.3)	3.5	(4.8)
WW	<u>399</u>	<u>393</u>	1.5	4.4	(2.9)
<b>OTC</b>					
US	491	406	20.9	20.9	—
Intl	<u>657</u>	<u>699</u>	(6.0)	(2.0)	(4.0)
WW	<u>1,148</u>	<u>1,105</u>	3.9	6.4	(2.5)
<b>WOMEN'S HEALTH</b>					
US	3	3	0.0	0.0	—
Intl	<u>254</u>	<u>259</u>	(1.9)	7.9	(9.8)
WW	<u>257</u>	<u>262</u>	(1.9)	7.8	(9.7)
<b>WOUND CARE / OTHER</b>					
US	92	95	(3.2)	(3.2)	—
Intl	<u>56</u>	<u>85</u>	(34.1)	(31.2)	(2.9)
WW	<u>148</u>	<u>180</u>	(17.8)	(16.4)	(1.4)
<b>TOTAL CONSUMER</b>					
US	1,479	1,379	7.3	7.3	—
Intl	<u>2,057</u>	<u>2,161</u>	(4.8)	0.8	(5.6)
WW	<u>\$ 3,536</u>	<u>3,540</u>	(0.1)%	3.3 %	(3.4)%

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

## FOURTH QUARTER

	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5)</sup></b>					
<b>IMMUNOLOGY</b>					
US	\$ 2,356	2,227	5.8 %	5.8 %	— %
Intl	986	859	14.8	19.8	(5.0)
WW	3,342	3,086	8.3	9.7	(1.4)
<u>REMICADE</u>					
US	843	1,073	(21.4)	(21.4)	—
US Exports <sup>(3)</sup>	90	115	(21.7)	(21.7)	—
Intl	305	278	9.7	15.4	(5.7)
WW	1,238	1,466	(15.6)	(14.5)	(1.1)
<u>SIMPONI / SIMPONI ARIA</u>					
US	272	253	7.5	7.5	—
Intl	210	237	(11.4)	(6.3)	(5.1)
WW	482	490	(1.6)	0.9	(2.5)
<u>STELARA</u>					
US	1,009	740	36.4	36.4	—
Intl	435	341	27.6	32.0	(4.4)
WW	1,444	1,081	33.6	35.0	(1.4)
<u>TREMFYA</u>					
US	142	46	*	*	—
Intl	33	1	*	*	*
WW	175	47	*	*	*
<u>OTHER IMMUNOLOGY <sup>(5)</sup></u>					
US	—	—	—	—	—
Intl	3	2	50.0	53.1	(3.1)
WW	3	2	50.0	53.1	(3.1)
<b>INFECTIOUS DISEASES</b>					
US	372	338	10.1	10.1	—
Intl	430	462	(6.9)	(2.4)	(4.5)
WW	802	800	0.3	2.9	(2.6)
<u>EDURANT / rilpivirine</u>					
US	16	14	14.3	14.3	—
Intl	177	178	(0.6)	3.0	(3.6)
WW	193	192	0.5	3.9	(3.4)
<u>PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA</u>					
US	322	285	13.0	13.0	—
Intl	173	185	(6.5)	(2.3)	(4.2)
WW	495	470	5.3	7.0	(1.7)
<u>OTHER INFECTIOUS DISEASES</u>					
US	34	39	(12.8)	(12.8)	—
Intl	80	99	(19.2)	(12.7)	(6.5)
WW	114	138	(17.4)	(12.8)	(4.6)

See footnotes at end of schedule



# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	FOURTH QUARTER				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>NEUROSCIENCE</b>					
US	\$ 660	699	(5.6)%	(5.6)%	— %
Intl	840	825	1.8	6.3	(4.5)
WW	1,500	1,524	(1.6)	0.8	(2.4)
<u>CONCERTA / methylphenidate</u>					
US	38	100	(62.0)	(62.0)	—
Intl	112	103	8.7	13.2	(4.5)
WW	150	203	(26.1)	(23.8)	(2.3)
<u>INVEGA SUSTENNA / XEPLION / INVEGA</u>					
<u>TRINZA / TREVICTA</u>					
US	485	436	11.2	11.2	—
Intl	278	257	8.2	12.6	(4.4)
WW	763	693	10.1	11.7	(1.6)
<u>RISPERDAL CONSTA</u>					
US	77	87	(11.5)	(11.5)	—
Intl	101	110	(8.2)	(3.6)	(4.6)
WW	178	197	(9.6)	(7.1)	(2.5)
<u>OTHER NEUROSCIENCE</u>					
US	60	76	(21.1)	(21.1)	—
Intl	349	355	(1.7)	2.8	(4.5)
WW	409	431	(5.1)	(1.4)	(3.7)
<b>ONCOLOGY</b>					
US	1,063	891	19.3	19.3	—
Intl	1,426	1,148	24.2	29.2	(5.0)
WW	2,489	2,039	22.1	24.9	(2.8)
<u>DARZALEX</u>					
US	323	241	34.0	34.0	—
Intl	261	130	*	*	*
WW	584	371	57.4	59.6	(2.2)
<u>IMBRUVICA</u>					
US	318	219	45.2	45.2	—
Intl	385	303	27.1	34.1	(7.0)
WW	703	522	34.7	38.8	(4.1)
<u>VELCADE</u>					
US	—	—	—	—	—
Intl	252	271	(7.0)	(3.1)	(3.9)
WW	252	271	(7.0)	(3.1)	(3.9)
<u>ZYTIGA / abiraterone acetate</u>					
US	351	402	(12.7)	(12.7)	—
Intl	435	353	23.2	27.1	(3.9)
WW	786	755	4.1	5.9	(1.8)
<u>OTHER ONCOLOGY</u>					
US	71	29	*	*	—
Intl	93	91	2.2	7.0	(4.8)
WW	164	120	36.7	40.3	(3.6)

See footnotes at end of schedule

## Johnson & Johnson

Segment Sales  
(Dollars in Millions)

### FOURTH QUARTER

	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT (2) (5) (Continued)</b>					
<b>PULMONARY HYPERTENSION (4)</b>					
US	\$ 436	365	19.5 %	19.5 %	—
Intl	231	245	(5.7)	(1.7)	(4.0)
WW	667	610	9.3	10.9	(1.6)
<u>OPSUMIT</u>					
US	189	146	29.5	29.5	—
Intl	134	123	8.9	13.8	(4.9)
WW	323	269	20.1	22.3	(2.2)
<u>TRACLEER</u>					
US	60	76	(21.1)	(21.1)	—
Intl	64	91	(29.7)	(27.2)	(2.5)
WW	124	167	(25.7)	(24.4)	(1.3)
<u>UPTRAVI</u>					
US	165	117	41.0	41.0	—
Intl	16	13	23.1	27.3	(4.2)
WW	181	130	39.2	39.6	(0.4)
<u>OTHER</u>					
US	22	26	(15.4)	(15.4)	—
Intl	17	18	(5.6)	0.7	(6.3)
WW	39	44	(11.4)	(8.9)	(2.5)

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

		FOURTH QUARTER			
		% Change			
2018	2017	Reported	Operational <sup>(1)</sup>	Currency	
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>					
US	\$ 1,049	1,256	(16.5)%	(16.5)%	— %
Intl	341	366	(6.8)	(1.5)	(5.3)
WW	<u>1,390</u>	<u>1,622</u>	(14.3)	(13.1)	(1.2)
<u>XARELTO</u>					
US	608	710	(14.4)	(14.4)	—
Intl	—	—	—	—	—
WW	<u>608</u>	<u>710</u>	(14.4)	(14.4)	—
<u>INVOKANA / INVOKAMET</u>					
US	188	221	(14.9)	(14.9)	—
Intl	40	46	(13.0)	(7.9)	(5.1)
WW	<u>228</u>	<u>267</u>	(14.6)	(13.7)	(0.9)
<u>PROCRIT / EPREX</u>					
US	151	164	(7.9)	(7.9)	—
Intl	70	68	2.9	6.7	(3.8)
WW	<u>221</u>	<u>232</u>	(4.7)	(3.6)	(1.1)
<u>OTHER</u>					
US	102	161	(36.6)	(36.6)	—
Intl	231	252	(8.3)	(2.5)	(5.8)
WW	<u>333</u>	<u>413</u>	(19.4)	(15.9)	(3.5)
<b>TOTAL PHARMACEUTICAL</b>					
US	5,936	5,776	2.8	2.8	—
Intl	4,254	3,905	8.9	13.7	(4.8)
WW	<u>\$ 10,190</u>	<u>9,681</u>	5.3 %	7.2 %	(1.9)%

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	FOURTH QUARTER				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>MEDICAL DEVICES SEGMENT <sup>(2) (5)</sup></b>					
<b>DIABETES CARE <sup>(6)</sup></b>					
US	\$ —	130	*	*	—%
Intl	—	260	*	*	*
WW	—	390	*	*	*
<b>INTERVENTIONAL SOLUTIONS</b>					
US	336	305	10.2	10.2	—
Intl	350	316	10.8	14.2	(3.4)
WW	686	621	10.5	12.2	(1.7)
<b>ORTHOPAEDICS</b>					
US	1,358	1,370	(0.9)	(0.9)	—
Intl	904	916	(1.3)	2.4	(3.7)
WW	2,262	2,286	(1.0)	0.5	(1.5)
<b><u>HIPS</u></b>					
US	220	215	2.3	2.3	—
Intl	145	149	(2.7)	1.4	(4.1)
WW	365	364	0.3	2.0	(1.7)
<b><u>KNEES</u></b>					
US	239	246	(2.8)	(2.8)	—
Intl	153	151	1.3	5.2	(3.9)
WW	392	397	(1.3)	0.2	(1.5)
<b><u>TRAUMA</u></b>					
US	403	397	1.5	1.5	—
Intl	271	272	(0.4)	3.4	(3.8)
WW	674	669	0.7	2.2	(1.5)
<b><u>SPINE &amp; OTHER</u></b>					
US	496	512	(3.1)	(3.1)	—
Intl	335	344	(2.6)	0.9	(3.5)
WW	831	856	(2.9)	(1.5)	(1.4)

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	FOURTH QUARTER				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>MEDICAL DEVICES SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>SURGERY</b>					
US	\$ 1,094	1,076	1.7 %	1.7 %	— %
Intl	1,493	1,482	0.7	5.4	(4.7)
WW	2,587	2,558	1.1	3.8	(2.7)
<u>ADVANCED</u>					
US	441	430	2.6	2.6	—
Intl	614	593	3.5	8.0	(4.5)
WW	1,055	1,023	3.1	5.7	(2.6)
<u>GENERAL</u>					
US	469	452	3.8	3.8	—
Intl	712	718	(0.8)	3.9	(4.7)
WW	1,181	1,170	0.9	3.8	(2.9)
<u>SPECIALTY</u>					
US	184	194	(5.2)	(5.2)	—
Intl	167	171	(2.3)	2.7	(5.0)
WW	351	365	(3.8)	(1.4)	(2.4)
<b>VISION</b>					
US	426	433	(1.6)	(1.6)	—
Intl	707	686	3.1	6.8	(3.7)
WW	1,133	1,119	1.3	3.6	(2.3)
<u>CONTACT LENSES / OTHER</u>					
US	289	290	(0.3)	(0.3)	—
Intl	527	510	3.3	7.2	(3.9)
WW	816	800	2.0	4.5	(2.5)
<u>SURGICAL</u>					
US	137	143	(4.2)	(4.2)	—
Intl	180	176	2.3	5.3	(3.0)
WW	317	319	(0.6)	1.1	(1.7)
<b>TOTAL MEDICAL DEVICES</b>					
US	3,214	3,314	(3.0)	(3.0)	—
Intl	3,454	3,660	(5.6)	(1.4)	(4.2)
WW	\$ 6,668	6,974	(4.4)%	(2.2)%	(2.2)%

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>CONSUMER SEGMENT<sup>(2)</sup></b>					
<b>BABY CARE</b>					
US	\$ 422	449	(6.0)%	(6.0)%	— %
Intl	1,436	1,467	(2.1)	0.8	(2.9)
WW	1,858	1,916	(3.0)	(0.8)	(2.2)
<b>BEAUTY</b>					
US	2,403	2,335	2.9	2.9	—
Intl	1,979	1,865	6.1	6.2	(0.1)
WW	4,382	4,200	4.3	4.4	(0.1)
<b>ORAL CARE</b>					
US	637	616	3.4	3.4	—
Intl	918	915	0.3	0.5	(0.2)
WW	1,555	1,531	1.6	1.7	(0.1)
<b>OTC</b>					
US	1,850	1,716	7.8	7.8	—
Intl	2,484	2,410	3.1	2.1	1.0
WW	4,334	4,126	5.0	4.4	0.6
<b>WOMEN'S HEALTH</b>					
US	13	12	8.3	8.3	—
Intl	1,036	1,038	(0.2)	3.5	(3.7)
WW	1,049	1,050	(0.1)	3.5	(3.6)
<b>WOUND CARE / OTHER</b>					
US	436	437	(0.2)	(0.2)	—
Intl	239	342	(30.1)	(30.2)	0.1
WW	675	779	(13.4)	(13.5)	0.1
<b>TOTAL CONSUMER</b>					
US	5,761	5,565	3.5	3.5	—
Intl	8,092	8,037	0.7	1.4	(0.7)
WW	\$ 13,853	13,602	1.8 %	2.2 %	(0.4)%

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT</b> <sup>(2) (5)</sup>					
<b>IMMUNOLOGY</b>					
US	\$ 9,073	8,871	2.3 %	2.3 %	— %
Intl	4,047	3,373	20.0	18.9	1.1
WW	13,120	12,244	7.2	6.9	0.3
<u>REMICADE</u>					
US	3,664	4,525	(19.0)	(19.0)	—
US Exports <sup>(3)</sup>	436	563	(22.6)	(22.6)	—
Intl	1,226	1,227	(0.1)	0.5	(0.6)
WW	5,326	6,315	(15.7)	(15.6)	(0.1)
<u>SIMPONI / SIMPONIARIA</u>					
US	1,051	954	10.2	10.2	—
Intl	1,033	879	17.5	16.7	0.8
WW	2,084	1,833	13.7	13.3	0.4
<u>STELARA</u>					
US	3,469	2,767	25.4	25.4	—
Intl	1,687	1,244	35.6	32.7	2.9
WW	5,156	4,011	28.5	27.6	0.9
<u>TREMFYA</u>					
US	453	62	*	*	—
Intl	91	1	*	*	*
WW	544	63	*	*	*
<u>OTHER IMMUNOLOGY</u> <sup>(5)</sup>					
US	—	—	—	—	—
Intl	10	22	(54.5)	(54.0)	(0.5)
WW	10	22	(54.5)	(54.0)	(0.5)
<b>INFECTIOUS DISEASES</b>					
US	1,378	1,358	1.5	1.5	—
Intl	1,926	1,796	7.2	5.4	1.8
WW	3,304	3,154	4.8	3.8	1.0
<u>EDURANT / rilpivirine</u>					
US	58	58	0.0	0.0	—
Intl	758	656	15.5	11.1	4.4
WW	816	714	14.3	10.3	4.0
<u>PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA</u>					
US	1,169	1,109	5.4	5.4	—
Intl	786	712	10.4	9.5	0.9
WW	1,955	1,821	7.4	7.0	0.4
<u>OTHER INFECTIOUS DISEASES</u>					
US	151	191	(20.9)	(20.9)	—
Intl	382	428	(10.7)	(10.1)	(0.6)
WW	533	619	(13.9)	(13.5)	(0.4)

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>NEUROSCIENCE</b>					
US	\$ 2,574	2,630	(2.1)%	(2.1)%	—%
Intl	3,503	3,356	4.4	3.3	1.1
WW	6,077	5,986	1.5	0.9	0.6
<u>CONCERTA / methylphenidate</u>					
US	229	384	(40.4)	(40.4)	—
Intl	434	407	6.6	6.7	(0.1)
WW	663	791	(16.2)	(16.2)	0.0
<u>INVEGA SUSTENNA / XEPLION / INVEGA</u>					
<u>TRINZA / TREVICTA</u>					
US	1,791	1,590	12.6	12.6	—
Intl	1,137	979	16.1	13.7	2.4
WW	2,928	2,569	14.0	13.1	0.9
<u>RISPERDAL CONSTA</u>					
US	315	360	(12.5)	(12.5)	—
Intl	422	445	(5.2)	(6.4)	1.2
WW	737	805	(8.4)	(9.1)	0.7
<u>OTHER NEUROSCIENCE</u>					
US	239	296	(19.3)	(19.3)	—
Intl	1,510	1,525	(1.0)	(1.6)	0.6
WW	1,749	1,821	(4.0)	(4.5)	0.5
<b>ONCOLOGY</b>					
US	4,331	3,098	39.8	39.8	—
Intl	5,513	4,160	32.5	30.4	2.1
WW	9,844	7,258	35.6	34.4	1.2
<u>DARZALEX</u>					
US	1,203	884	36.1	36.1	—
Intl	822	358	*	*	*
WW	2,025	1,242	63.0	62.4	0.6
<u>IMBRUVICA</u>					
US	1,129	841	34.2	34.2	—
Intl	1,486	1,052	41.3	39.9	1.4
WW	2,615	1,893	38.1	37.3	0.8
<u>VELCADE</u>					
US	—	—	—	—	—
Intl	1,116	1,114	0.2	(2.0)	2.2
WW	1,116	1,114	0.2	(2.0)	2.2
<u>ZYTIGA / abiraterone acetate</u>					
US	1,771	1,228	44.2	44.2	—
Intl	1,727	1,277	35.2	32.2	3.0
WW	3,498	2,505	39.6	38.1	1.5
<u>OTHER ONCOLOGY</u>					
US	228	145	57.2	57.2	—
Intl	362	359	0.8	(0.2)	1.0
WW	590	504	17.1	16.4	0.7

See footnotes at end of schedule





## Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>PULMONARY HYPERTENSION <sup>(4)</sup></b>					
US	\$ 1,651	773	*	*	—
Intl	922	554	66.4	64.2	2.2
WW	2,573	1,327	93.9	93.0	0.9
<u>OPSUMIT</u>					
US	700	320	*	*	—
Intl	515	253	*	*	*
WW	1,215	573	*	*	*
<u>TRACLEER</u>					
US	268	161	66.5	66.5	—
Intl	278	242	14.9	13.2	1.7
WW	546	403	35.5	34.5	1.0
<u>UPTRAVI</u>					
US	598	238	*	*	—
Intl	65	25	*	*	*
WW	663	263	*	*	*
<u>OTHER</u>					
US	85	54	57.4	57.4	—
Intl	64	34	88.2	89.1	(0.9)
WW	149	88	69.3	69.6	(0.3)

See footnotes at end of schedule

## Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>					
US	\$ 4,279	4,744	(9.8)%	(9.8)%	—%
Intl	1,537	1,543	(0.4)	(1.2)	0.8
WW	5,816	6,287	(7.5)	(7.7)	0.2
<u>XARELTO</u>					
US	2,477	2,500	(0.9)	(0.9)	—
Intl	—	—	—	—	—
WW	2,477	2,500	(0.9)	(0.9)	—
<u>INVOKANA / INVOKAMET</u>					
US	711	944	(24.7)	(24.7)	—
Intl	170	167	1.8	1.3	0.5
WW	881	1,111	(20.7)	(20.8)	0.1
<u>PROCRIT / EPREX</u>					
US	674	675	(0.1)	(0.1)	—
Intl	314	297	5.7	3.7	2.0
WW	988	972	1.6	1.0	0.6
<u>OTHER</u>					
US	417	625	(33.3)	(33.3)	—
Intl	1,053	1,079	(2.4)	(3.0)	0.6
WW	1,470	1,704	(13.7)	(14.1)	0.4
<b>TOTAL PHARMACEUTICAL</b>					
US	23,286	21,474	8.4	8.4	—
Intl	17,448	14,782	18.0	16.5	1.5
WW	\$ 40,734	36,256	12.4 %	11.8 %	0.6%

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>MEDICAL DEVICES SEGMENT <sup>(2) (5)</sup></b>					
<b>DIABETES CARE <sup>(6)</sup></b>					
US	\$ 371	612	(39.4)%	(39.4)%	—%
Intl	638	1,003	(36.4)	(36.8)	0.4
WW	1,009	1,615	(37.5)	(37.7)	0.2
<b>DIAGNOSTICS</b>					
US	—	—	—	—	—
Intl	—	1	*	*	*
WW	—	1	*	*	*
<b>INTERVENTIONAL SOLUTIONS</b>					
US	1,283	1,148	11.8	11.8	—
Intl	1,363	1,148	18.7	16.5	2.2
WW	2,646	2,296	15.2	14.1	1.1
<b>ORTHOPAEDICS</b>					
US	5,281	5,404	(2.3)	(2.3)	—
Intl	3,604	3,654	(1.4)	(2.9)	1.5
WW	8,885	9,058	(1.9)	(2.5)	0.6
<u>HIPS</u>					
US	841	827	1.7	1.7	—
Intl	577	567	1.8	0.5	1.3
WW	1,418	1,394	1.7	1.2	0.5
<u>KNEES</u>					
US	911	948	(3.9)	(3.9)	—
Intl	591	575	2.8	1.5	1.3
WW	1,502	1,523	(1.4)	(1.9)	0.5
<u>TRAUMA</u>					
US	1,599	1,576	1.5	1.5	—
Intl	1,100	1,040	5.8	4.2	1.6
WW	2,699	2,616	3.2	2.5	0.7
<u>SPINE &amp; OTHER</u>					
US	1,930	2,053	(6.0)	(6.0)	—
Intl	1,336	1,472	(9.2)	(10.7)	1.5
WW	3,266	3,525	(7.3)	(7.9)	0.6

See footnotes at end of schedule

# Johnson & Johnson

Segment Sales  
(Dollars in Millions)

	TWELVE MONTHS				
	2018	2017	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>MEDICAL DEVICES SEGMENT <sup>(2) (5) (Continued)</sup></b>					
<b>SURGERY</b>					
US	\$ 4,125	4,085	1.0 %	1.0 %	— %
Intl	5,776	5,474	5.5	5.1	0.4
WW	9,901	9,559	3.6	3.4	0.2
<u>ADVANCED</u>					
US	1,657	1,620	2.3	2.3	—
Intl	2,345	2,136	9.8	9.1	0.7
WW	4,002	3,756	6.5	6.1	0.4
<u>GENERAL</u>					
US	1,751	1,728	1.3	1.3	—
Intl	2,806	2,735	2.6	2.2	0.4
WW	4,557	4,463	2.1	1.8	0.3
<u>SPECIALTY</u>					
US	717	737	(2.7)	(2.7)	—
Intl	625	603	3.6	4.2	(0.6)
WW	1,342	1,340	0.1	0.4	(0.3)
<b>VISION</b>					
US	1,777	1,575	12.8	12.8	—
Intl	2,776	2,488	11.6	11.0	0.6
WW	4,553	4,063	12.1	11.8	0.3
<u>CONTACT LENSES / OTHER</u>					
US	1,237	1,122	10.2	10.2	—
Intl	2,065	1,914	7.9	7.4	0.5
WW	3,302	3,036	8.8	8.5	0.3
<u>SURGICAL</u>					
US	540	453	19.2	19.2	—
Intl	711	574	23.9	23.1	0.8
WW	1,251	1,027	21.8	21.4	0.4
<b>TOTAL MEDICAL DEVICES</b>					
US	12,837	12,824	0.1	0.1	—
Intl	14,157	13,768	2.8	1.9	0.9
WW	\$ 26,994	26,592	1.5 %	1.1 %	0.4 %

\* Percentage greater than 100% or not meaningful

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

<sup>(2)</sup> Unaudited

<sup>(3)</sup> Reported as U.S. sales

<sup>(4)</sup> Products acquired from Actelion acquisition on June 16, 2017

<sup>(5)</sup> Prior year amounts have been reclassified to conform to current year product disclosure

<sup>(6)</sup> Reflects LifeScan divestiture October 2, 2018

See supplemental schedule

**Johnson & Johnson**  
**Pharmaceutical Supplemental Schedule**  
(Dollars in Millions)

	2017	2018			
	Full Year	Q1	Q2	Q3	Q4
<b>PHARMACEUTICAL SEGMENT <sup>(1) (2)</sup></b>					
<u>TREMFYA</u>					
US	\$ 62	66	102	143	142
Intl	1	6	24	28	33
WW	63	72	126	171	175
 <u>OTHER</u>					
US	—	—	—	—	—
Intl	22	2	3	2	3
WW	\$ 22	2	3	2	3

<sup>(1)</sup> Unaudited

<sup>(2)</sup> Prior year amounts have been reclassified to conform to current year product disclosure