3rd Quarter 2019 Results

3rd Quarter 2019 Sales

$20.7B 1.9%

Diluted Earnings Per Share

Adjusted Diluted Earnings Per Share

$0.66 (54.2%) Increased 3.4%

Increased

Worldwide

Excluding acquisitions/
divestitures on an
operational basis

Worldwide

5.2%

Increased

1.6%

Primary contributors to growth:

Neutrogena
Aveeno

5.1%

Primary contributors to growth:

Worldwide Pharmaceutical Sales

Worldwide Medical Devices Sales

$10.9 Billion

$6.4 Billion

$3.5 Billion

“Our third-quarter results represent strong performance, driven by competitive underlying growth in Pharmaceuticals and Medical Devices, as well as continued optimization in our Consumer business. As we look ahead, we remain confident in the strength of our broad-based business model, which is fueled by our disciplined portfolio management, focus on transformational innovation and dedicated employees around the world who position us for success today and well into the future.”

Worldwide Consumer Sales

Worldwide sales increased: 1.6%

Electrophysiology
ACUVUE® Contact Lenses
Trauma
Wound Closure
Energy
Sports


Non-GAAP financial measures: non-GAAP financial measures should not be considered replacements, and should be read together with, the most comparable GAAP financial measures.

Caution Concerning Forward-Looking Statements: This document contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding future operational and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the facts and circumstances that could cause actual results to differ materially from the forward-looking statements contained in this document, see Johnson & Johnson’s Form 10-K for the year ended December 31, 2018, under “Item 1A. Risk Factors,” and our other filings with the Securities and Exchange Commission.

*Worldwide sales are based on US dollars converted at the annual average exchange rate. Financial data presented for the third quarter 2019 are preliminary and have not been reviewed or analyzed by Johnson & Johnson’s independent auditors. Results have been adjusted to account for services received from the Paris 8, 9, 10 entities adjustments. These results have also been adjusted for the impact of acquisitions and divestitures on an operational basis. Results may be affected by changes in foreign currency exchange rates and are not necessarily comparable from period to period due to changes in the scope of operations. See Johnson & Johnson’s earnings release issued on October 16, 2019, for more information.

Note: values may have been rounded.