

Johnson & Johnson Reports Q4 and Full-Year 2022 Results

- 2022 Fourth-Quarter reported sales decline of 4.4% to \$23.7 Billion primarily driven by unfavorable foreign exchange and reduced COVID-19 Vaccine sales vs. prior year. Operational growth excluding COVID-19 Vaccine of 4.6%*
 - 2022 Fourth-Quarter earnings per share (EPS) of \$1.33 decreasing 24.9% and adjusted EPS of \$2.35 increasing by 10.3%*
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- 2022 Full-Year reported sales growth of 1.3% to \$94.9 Billion primarily driven by strong commercial execution partially offset by unfavorable foreign exchange. Operational growth of 6.1%*
 - 2022 Full-Year earnings per share (EPS) of \$6.73 decreasing 13.8% and adjusted EPS of \$10.15 increasing by 3.6%*
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- Company guides 2023 adjusted operational sales growth excluding COVID-19 Vaccine of 4.0%* and adjusted operational EPS of \$10.50, reflecting growth of 3.5%*

New Brunswick, N.J. (January 24, 2023) – Johnson & Johnson (NYSE: JNJ) today announced results for fourth-quarter and full year 2022. “Our full year 2022 results reflect the continued strength and stability of our three business segments, despite macroeconomic challenges,” said Joaquin Duato, Chairman of the Board and Chief Executive Officer. “I am inspired by our employees who make a difference in the health and lives of people around the world every day. As we look ahead to 2023, Johnson & Johnson is well-positioned to drive near-term growth, while also investing strategically to deliver long-term value.”

OVERALL FINANCIAL RESULTS

(\$ in Millions, except EPS)	Q4			Full Year		
	2022	2021	% Change	2022	2021	% Change
Reported Sales	\$23,706	\$24,804	(4.4)%	\$94,943	\$93,775	1.3%
Net Earnings	\$3,520	\$4,736	(25.7)%	\$17,941	\$20,878	(14.1)%
EPS (diluted)	\$1.33	\$1.77	(24.9)%	\$6.73	\$7.81	(13.8)%

Non-GAAP* (\$ in Millions, except EPS)	Q4			Full Year		
	2022	2021	% Change	2022	2021	% Change
Operational Sales ^{1,2}			0.9%			6.1%
Adjusted Operational Sales ^{1,3}			0.8%			6.2%
Adjusted Net Earnings ^{1,4}	\$6,218	\$5,678	9.5%	\$27,038	\$26,195	3.2%
Adjusted EPS (diluted) ^{1,4}	\$2.35	\$2.13	10.3%	\$10.15	\$9.80	3.6%

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

⁴ Excludes intangible amortization expense and special items

Note: values may have been rounded

REGIONAL SALES RESULTS

(\$ in Millions)	Q4		% Change			
	2022	2021	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
U.S.	\$12,516	\$12,163	2.9%	2.9	-	2.7
International	11,190	12,641	(11.5)	(1.1)	(10.4)	(1.0)
Worldwide	\$23,706	\$24,804	(4.4)%	0.9	(5.3)	0.8

(\$ in Millions)	Full Year		% Change			
	2022	2021	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
U.S.	\$48,580	\$47,156	3.0%	3.0	-	3.0
International	46,363	46,619	(0.6)%	9.1	(9.7)	9.3
Worldwide	\$94,943	\$93,775	1.3%	6.1	(4.8)	6.2

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

Note: Values may have been rounded

SEGMENT SALES RESULTS

(\$ in Millions)	Q4		% Change			
	2022	2021	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
Consumer Health ⁴	\$3,767	\$3,728	1.0%	6.4	(5.4)	6.4
Pharmaceutical ⁴	13,163	14,217	(7.4)	(2.5)	(4.9)	(2.3)
MedTech	6,776	6,859	(1.2)	4.9	(6.1)	4.4
Worldwide	\$23,706	\$24,804	(4.4)%	0.9	(5.3)	0.8

Full Year (\$ in Millions)	% Change					
	2022	2021	Reported	Operational ^{1,2}	Currency	Adjusted Operational ^{1,3}
Consumer Health ⁴	\$14,953	\$15,035	(0.5)%	3.6	(4.1)	3.9
Pharmaceutical ⁴	52,563	51,680	1.7	6.7	(5.0)	6.8
MedTech	27,427	27,060	1.4	6.2	(4.8)	6.1
Worldwide	\$94,943	\$93,775	1.3%	6.1	(4.8)	6.2

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 Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes

Note: Values may have been rounded

FULL YEAR 2022 SEGMENT COMMENTARY:

Adjusted operational sales* reflected below excludes the net impact of acquisitions and divestitures and translational currency.

Consumer Health

Consumer Health worldwide adjusted operational sales increased 3.9%* predominately driven by over-the-counter (OTC) products. Major contributors to growth in OTC were TYLENOL and MOTRIN analgesics, as well as upper respiratory products and digestive health products in the international markets. Additionally, Skin Health/Beauty adjusted operational growth was primarily driven by NEUTROGENA outside the U.S. Growth was partially offset by Oral Care in the international markets.

Pharmaceutical

Pharmaceutical worldwide adjusted operational sales grew 6.8%*, driven by DARZALEX (daratumumab), a biologic for the treatment of multiple myeloma, STELARA (ustekinumab), a biologic for the treatment of a number of immune-mediated inflammatory diseases, ERLEADA (apalutamide), a next-generation androgen receptor inhibitor for the treatment of patients with prostate cancer, TREMFYA (guselkumab), a biologic for the treatment of adults living with moderate to severe plaque psoriasis, and for adults with active psoriatic arthritis, and INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA (paliperidone palmitate), long-acting, injectable atypical antipsychotics for the treatment of schizophrenia in adults. This growth was partially offset by declines in sales of REMICADE (infliximab), a biologic approved for the treatment of several immune-mediated inflammatory diseases, IMBRUVICA (ibrutinib), an oral, once daily therapy approved for use in treating certain B-cell malignancies, a type of blood or lymph node cancer, and ZYTIGA (abiraterone acetate), an oral, once daily

medication for use in combination with prednisone for the treatment of metastatic castration-resistant prostate cancer.

MedTech

MedTech worldwide adjusted operational sales grew 6.1%*, driven primarily by electrophysiology products in Interventional Solutions, contact lenses in Vision, and wound closure products in General Surgery.

NOTABLE NEW ANNOUNCEMENTS IN THE QUARTER:

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

Regulatory	DePuy Synthes Receives FDA Clearance for TELIGEN System	Press Release
	U.S. FDA Approves TECVAYLI (teclistamab-cqyv), the First Bispecific T-cell Engager Antibody for the Treatment of Patients with Relapsed or Refractory Multiple Myeloma	Press Release
	Janssen Submits Biologics License Application to U.S. FDA for Talquetamab for the Treatment of Patients with Relapsed or Refractory Multiple Myeloma	Press Release
Data Release	New TREMFYA (guselkumab) Data Shows an Overall Clinical Response Rate of Approximately 80 Percent in a Phase 2b Induction Study of Adults with Moderately to Severely Active Ulcerative Colitis	Press Release
	Janssen to Highlight Latest Scientific Advances in Hematologic Diseases at ASH 2022 with Clinical and Real-World Data Across Innovative Pipeline and Distinguished Portfolio	Press Release
	Late-Breaking Data from Pivotal Phase 3 PRECISION Study Demonstrates Significant and Sustained Effect of Aprocritentan on Lowering Blood Pressure for Patients with Difficult-to-Control Hypertension	Press Release
	New TREMFYA (guselkumab) Post-Hoc Analysis Reveals Active Psoriatic Arthritis Patients With Early Efficacy Had Meaningful Long-Term Improvement in Health-Related Quality of Life	Press Release
	New TREMFYA (guselkumab) Post-Hoc Analysis Reveals Early Efficacy Predicted Longer-Term Efficacy And Sustained Achievement Among A Diverse Active Psoriatic Arthritis Patient Population	Press Release
	CERENOVUS Reveals Positive Outcomes with Thrombectomy in Global Registry Studying Stroke-Inducing Blood Clots	Press Release
Other	Johnson & Johnson Names CEO Joaquin Duato as Chairman of the Board	Press Release
	Johnson & Johnson Completes Acquisition of Abiomed	Press Release

FULL-YEAR 2023 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>	January 2023
Adjusted Operational Sales ^{1,2,5} Change vs. Prior Year / Mid-point	3.5% – 4.5% / 4.0%
Operational Sales ^{2,5} / Mid-point ^{2,5} Change vs. Prior Year / Mid-point	\$96.9B – \$97.9B / \$97.4B 4.5% – 5.5% / 5.0%
Estimated Reported Sales ^{3,5} / Mid-point ^{3,5} Change vs. Prior Year / Mid-point	\$96.9B – \$97.9B / \$97.4B 4.5% – 5.5% / 5.0%

Adjusted Operational EPS (Diluted) ^{2,4} / Mid-point ^{2,4} Change vs. Prior Year / Mid-point	\$10.40 – \$10.60 / \$10.50 2.5% – 4.5% / 3.5%
Adjusted EPS (Diluted) ^{3,4} / Mid-point ^{3,4} Change vs. Prior Year / Mid-point	\$10.45 – \$10.65 / \$10.55 3.0% – 5.0% / 4.0%

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: January 2023 = \$1.08 (Illustrative purposes only)

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

⁵ Excludes COVID-19 Vaccine

Note: percentages 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 135 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, and the anticipated separation of the Company's Consumer Health business. 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 uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; challenges

to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans; the impact of business combinations and divestitures; manufacturing difficulties or delays, internally or within the supply chain; product efficacy or safety concerns resulting in product recalls or regulatory action; significant adverse litigation or government action, including related to product liability claims; changes to applicable laws and regulations, including tax laws and global health care reforms; trends toward health care cost containment; changes in behavior and spending patterns of purchasers of health care products and services; financial instability of international economies and legal systems and sovereign risk; increased scrutiny of the health care industry by government agencies; the Company's ability to satisfy the necessary conditions to consummate the separation of the Company's Consumer Health business on a timely basis or at all; the Company's ability to successfully separate the Company's Consumer Health business and realize the anticipated benefits from the separation; the New Consumer Health Company's ability to succeed as a standalone publicly traded company; and risks related to the impact of the COVID-19 global pandemic, such as the scope and duration of the outbreak, government actions and restrictive measures implemented in response, material delays and cancellations of medical procedures, supply chain disruptions and other impacts to the business, or on the company's ability to execute business continuity plans, as a result of the COVID-19 pandemic. A further list and descriptions of these risks, uncertainties and other factors can be found in Johnson & Johnson's Annual Report on Form 10-K for the fiscal year ended January 2, 2022, including in the sections captioned "Cautionary Note Regarding Forward-Looking Statements" and "Item 1A. Risk Factors," and in Johnson & Johnson's subsequent Quarterly Reports on Form 10-Q and other filings with the Securities and Exchange Commission. Copies of these filings are available online at www.sec.gov, www.jnj.com or on request from Johnson & Johnson. Any forward-looking statement made in this 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)

	FOURTH QUARTER				
	2022	2021	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer Health ⁽¹⁾					
U.S.	\$ 1,696	1,529	10.9 %	10.9	-
International	2,071	2,199	(5.8)	3.2	(9.0)
	3,767	3,728	1.0	6.4	(5.4)
Pharmaceutical ⁽¹⁾					
U.S.	7,375	7,418	(0.6)	(0.6)	-
International	5,788	6,799	(14.9)	(4.5)	(10.4)
	13,163	14,217	(7.4)	(2.5)	(4.9)
Pharmaceutical excluding COVID-19 Vaccine ^(1,3)					
U.S.	7,375	7,205	2.4	2.4	-
International	5,099	5,394	(5.5)	6.0	(11.5)
	12,474	12,599	(1.0)	3.9	(4.9)
MedTech ⁽²⁾					
U.S.	3,445	3,216	7.1	7.1	-
International	3,331	3,643	(8.6)	2.9	(11.5)
	6,776	6,859	(1.2)	4.9	(6.1)
U.S.	12,516	12,163	2.9	2.9	-
International	11,190	12,641	(11.5)	(1.1)	(10.4)
Worldwide	23,706	24,804	(4.4)	0.9	(5.3)
U.S.	12,516	11,950	4.7	4.7	-
International	10,501	11,236	(6.5)	4.4	(10.9)
Worldwide excluding COVID-19 Vaccine ⁽³⁾	\$ 23,017	23,186	(0.7) %	4.6	(5.3)

	TWELVE MONTHS				
	2022	2021	Total	Percent Change	
				Operations	Currency
Consumer Health ⁽¹⁾					
U.S.	\$ 6,599	6,516	1.3 %	1.3	-
International	8,354	8,519	(1.9)	5.3	(7.2)
	14,953	15,035	(0.5)	3.6	(4.1)
Pharmaceutical ⁽¹⁾					
U.S.	28,604	27,954	2.3	2.3	-
International	23,959	23,726	1.0	11.9	(10.9)
	52,563	51,680	1.7	6.7	(5.0)
Pharmaceutical excluding COVID-19 Vaccine ^(1,3)					
U.S.	28,484	27,320	4.3	4.3	-
International	21,900	21,975	(0.3)	10.3	(10.6)
	50,384	49,295	2.2	6.9	(4.7)
MedTech ⁽²⁾					
U.S.	13,377	12,686	5.4	5.4	-
International	14,050	14,374	(2.3)	6.9	(9.2)
	27,427	27,060	1.4	6.2	(4.8)
U.S.	48,580	47,156	3.0	3.0	-
International	46,363	46,619	(0.6)	9.1	(9.7)
Worldwide	94,943	93,775	1.3	6.1	(4.8)
U.S.	48,460	46,522	4.2	4.2	-
International	44,304	44,868	(1.3)	8.2	(9.5)
Worldwide excluding COVID-19 Vaccine ⁽³⁾	\$ 92,764	91,390	1.5 %	6.2	(4.7)

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

⁽¹⁾ Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes.

⁽²⁾ Previously referred to as Medical Devices.

⁽³⁾ Refer to supplemental sales reconciliation schedule.

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)	FOURTH QUARTER				
	2022	2021	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 12,516	12,163	2.9 %	2.9	-
Europe	5,816	6,925	(16.0)	(6.3)	(9.7)
Western Hemisphere excluding U.S.	1,545	1,459	5.9	11.8	(5.9)
Asia-Pacific, Africa	3,829	4,257	(10.0)	3.1	(13.1)
International	11,190	12,641	(11.5)	(1.1)	(10.4)
Worldwide	\$ 23,706	24,804	(4.4) %	0.9	(5.3)

(Unaudited; Dollars in Millions)	TWELVE MONTHS				
	2022	2021	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 48,580	47,156	3.0 %	3.0	-
Europe	23,449	23,594	(0.6)	11.0	(11.6)
Western Hemisphere excluding U.S.	6,125	5,750	6.5	10.2	(3.7)
Asia-Pacific, Africa	16,789	17,275	(2.8)	6.2	(9.0)
International	46,363	46,619	(0.6)	9.1	(9.7)
Worldwide	\$ 94,943	93,775	1.3 %	6.1	(4.8)

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)

FOURTH QUARTER

	2022		2021		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 23,706	100.0	\$ 24,804	100.0	(4.4)
Cost of products sold	7,765	32.8	7,955	32.1	(2.4)
Gross Profit	15,941	67.2	16,849	67.9	(5.4)
Selling, marketing and administrative expenses	6,512	27.4	7,154	28.9	(9.0)
Research and development expense	3,841	16.2	4,720	19.0	(18.6)
In-process research and development	173	0.7	0	0.0	
Interest (income) expense, net	(77)	(0.3)	47	0.2	
Other (income) expense, net	1,207	5.1	9	0.0	
Restructuring	84	0.4	83	0.3	
Earnings before provision for taxes on income	4,201	17.7	4,836	19.5	(13.1)
Provision for taxes on income	681	2.9	100	0.4	581.0
Net earnings	\$ 3,520	14.8	\$ 4,736	19.1	(25.7)
Net earnings per share (Diluted)	\$ 1.33		\$ 1.77		(24.9)
Average shares outstanding (Diluted)	2,650.1		2,670.2		
Effective tax rate	16.2 %		2.1 %		
Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 7,418	31.3	\$ 6,339	25.6	17.0
Net earnings	\$ 6,218	26.2	\$ 5,678	22.9	9.5
Net earnings per share (Diluted)	\$ 2.35		\$ 2.13		10.3
Effective tax rate	16.2 %		10.4 %		

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

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

TWELVE MONTHS

	2022		2021		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 94,943	100.0	\$ 93,775	100.0	1.3
Cost of products sold	31,089	32.7	29,855	31.8	4.1
Gross Profit	63,854	67.3	63,920	68.2	(0.1)
Selling, marketing and administrative expenses	24,765	26.1	24,659	26.3	0.4
Research and development expense	14,603	15.4	14,714	15.7	(0.8)
In-process research and development	783	0.8	900	1.0	
Interest (income) expense, net	(214)	(0.2)	130	0.1	
Other (income) expense, net	1,871	2.0	489	0.5	
Restructuring	321	0.3	252	0.3	
Earnings before provision for taxes on income	21,725	22.9	22,776	24.3	(4.6)
Provision for taxes on income	3,784	4.0	1,898	2.0	99.4
Net earnings	\$ 17,941	18.9	\$ 20,878	22.3	(14.1)
Net earnings per share (Diluted)	\$ 6.73		\$ 7.81		(13.8)
Average shares outstanding (Diluted)	2,663.9		2,674.0		
Effective tax rate	17.4 %		8.3 %		
Adjusted earnings before provision for taxes and net earnings ⁽¹⁾					
Earnings before provision for taxes on income	\$ 31,880	33.6	\$ 30,464	32.5	4.6
Net earnings	\$ 27,038	28.5	\$ 26,195	27.9	3.2
Net earnings per share (Diluted)	\$ 10.15		\$ 9.80		3.6
Effective tax rate	15.2 %		14.0 %		

⁽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)	Fourth Quarter		Twelve Months Ended	
	2022	2021	2022	2021
Net Earnings, after tax- as reported	\$3,520	\$4,736	\$17,941	\$20,878
Pre-tax Adjustments				
Intangible Asset Amortization expense	1,061	1,121	4,305	4,697
Litigation related	262	274	866	2,328
IPR&D	173	-	783	900
Restructuring related	140	140	463	473
Acquisition, integration and divestiture related ¹	196	26	196	(478)
(Gains)/losses on securities	6	(198)	690	(533)
Medical Device Regulation ²	88	73	296	234
COVID-19 Vaccine related costs ³	821	-	1,474	-
Consumer Health separation costs	470	67	1,089	67
Other	-	-	(7)	-
Tax Adjustments				
Tax impact on special item adjustments ⁴	(507)	(184)	(1,592)	(1,281)
Consumer Health separation tax related costs	35	-	494	-
Tax legislation and other tax related	(47)	(377)	40	(1,090)
Adjusted Net Earnings, after tax	\$6,218	\$5,678	\$27,038	\$26,195
Average shares outstanding (Diluted)	2,650.1	2,670.2	2,663.9	2,674.0
Adjusted net earnings per share (Diluted)	\$2.35	\$2.13	\$10.15	\$9.80
Operational adjusted net earnings per share (Diluted)	\$2.46		\$10.70	

Notes:

¹ Acquisition, integration and divestiture related for 2022 primarily includes costs related to the Abiomed acquisition. Acquisition, integration and divestiture related for 2021 primarily includes the gain on the divestiture of two Pharmaceutical brands outside of the U.S.

² European Medical Device Regulation (MDR) costs represent one-time compliance costs for the Company's previously registered products. MDR is a replacement of the existing European Medical Devices Directive regulatory framework, and manufacturers of currently marketed medical devices were required to comply with EU MDR beginning in May 2021. The Company considers the adoption of EU MDR to be a significant one-time regulatory change and is not indicative of on-going operations. The Company has excluded only external third-party regulatory and consulting costs from its MedTech operating segments' measures of profit and loss used for making operating decisions and assessing performance which is expected to be completed during 2024.

³ COVID-19 Vaccine related costs include remaining commitments and obligations, including external manufacturing network exit costs and required clinical trial expenses, associated with the Company's modification of its COVID-19 vaccine research program and manufacturing capacity to levels that meet all remaining customer contractual requirements.

⁴ 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
FOURTH QUARTER 2022 ACTUAL vs. 2021 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	MedTech	Total
WW As Reported	1.0%	(7.4)%	(1.2)%	(4.4)%
U.S.	10.9%	(0.6)%	7.1%	2.9%
International	(5.8)%	(14.9)%	(8.6)%	(11.5)%
WW Currency	(5.4)	(4.9)	(6.1)	(5.3)
U.S.	-	-	-	-
International	(9.0)	(10.4)	(11.5)	(10.4)
WW Operational	6.4%	(2.5)%	4.9%	0.9%
U.S.	10.9%	(0.6)%	7.1%	2.9%
International	3.2%	(4.5)%	2.9%	(1.1)%
Interventional Solutions				
Abiomed			(0.5)	(0.1)
U.S.			(1.0)	(0.3)
International			0.0	0.0
All Other Acquisitions and Divestitures	0.0	0.2	0.0	0.1
U.S.	0.1	0.2	(0.2)	0.1
International	0.0	0.1	0.1	0.1
WW Adjusted Operational	6.4%	(2.3)%	4.4%	0.8%
U.S.	11.0%	(0.4)%	5.9%	2.7%
International	3.2%	(4.4)%	3.0%	(1.0)%

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
 TWELVE MONTHS 2022 ACTUAL vs. 2021 ACTUAL

	Segments			
	Consumer Health	Pharmaceutical	MedTech	Total
WW As Reported	(0.5)%	1.7%	1.4%	1.3%
U.S.	1.3%	2.3%	5.4%	3.0%
International	(1.9)%	1.0%	(2.3)%	(0.6)%
WW Currency	(4.1)	(5.0)	(4.8)	(4.8)
U.S.	-	-	-	-
International	(7.2)	(10.9)	(9.2)	(9.7)
WW Operational	3.6%	6.7%	6.2%	6.1%
U.S.	1.3%	2.3%	5.4%	3.0%
International	5.3%	11.9%	6.9%	9.1%
All Other Acquisitions and Divestitures	0.3	0.1	(0.1)	0.1
U.S.	0.2	0.2	(0.4)	0.0
International	0.5	0.1	0.1	0.2
WW Adjusted Operational	3.9%	6.8%	6.1%	6.2%
U.S.	1.5%	2.5%	5.0%	3.0%
International	5.8%	12.0%	7.0%	9.3%

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



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER				
	2022	2021	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT^(2,3)					
<u>OTC</u>					
US	\$ 754	633	18.9%	18.9%	-
Intl	815	811	0.6%	9.6%	-9.0%
WW	1,569	1,444	8.6%	13.7%	-5.1%
<u>SKIN HEALTH / BEAUTY</u>					
US	573	538	6.5%	6.5%	-
Intl	515	546	-5.6%	4.4%	-10.0%
WW	1,088	1,084	0.4%	5.4%	-5.0%
<u>ORAL CARE</u>					
US	164	159	3.3%	3.3%	-
Intl	207	246	-16.0%	-8.1%	-7.9%
WW	370	405	-8.4%	-3.7%	-4.7%
<u>BABY CARE</u>					
US	93	90	3.4%	3.4%	-
Intl	264	309	-14.6%	-7.4%	-7.2%
WW	356	399	-10.6%	-5.0%	-5.6%
<u>WOMEN'S HEALTH</u>					
US	4	4	15.6%	15.6%	-
Intl	217	230	-5.7%	4.4%	-10.1%
WW	220	233	-5.5%	4.6%	-10.1%
<u>WOUND CARE / OTHER</u>					
US	109	106	3.3%	3.3%	-
Intl	54	57	-7.5%	2.9%	-10.4%
WW	163	164	-0.5%	3.1%	-3.6%
TOTAL CONSUMER HEALTH					
US	1,696	1,529	10.9%	10.9%	-
Intl	2,071	2,199	-5.8%	3.2%	-9.0%
WW	\$ 3,767	3,728	1.0%	6.4%	-5.4%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	TWELVE MONTHS				
	2022	2021	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER HEALTH SEGMENT^(2,3)					
<u>OTC</u>					
US	\$ 2,782	2,594	7.3%	7.3%	-
Intl	3,249	3,034	7.1%	14.5%	-7.4%
WW	6,031	5,627	7.2%	11.2%	-4.0%
<u>SKIN HEALTH / BEAUTY</u>					
US	2,337	2,400	-2.6%	-2.6%	-
Intl	2,015	2,141	-5.9%	2.2%	-8.1%
WW	4,352	4,541	-4.2%	-0.4%	-3.8%
<u>ORAL CARE</u>					
US	635	637	-0.3%	-0.3%	-
Intl	871	1,008	-13.6%	-7.4%	-6.2%
WW	1,505	1,645	-8.5%	-4.7%	-3.8%
<u>BABY CARE</u>					
US	357	378	-5.5%	-5.5%	-
Intl	1,104	1,188	-7.1%	-1.4%	-5.7%
WW	1,461	1,566	-6.7%	-2.4%	-4.3%
<u>WOMEN'S HEALTH</u>					
US	13	13	1.7%	1.7%	-
Intl	891	905	-1.5%	7.1%	-8.6%
WW	904	917	-1.5%	7.0%	-8.5%
<u>WOUND CARE / OTHER</u>					
US	475	495	-4.0%	-4.0%	-
Intl	224	243	-8.0%	-3.4%	-4.6%
WW	700	739	-5.3%	-3.8%	-1.5%
TOTAL CONSUMER HEALTH					
US	6,599	6,516	1.3%	1.3%	-
Intl	8,354	8,519	-1.9%	5.3%	-7.2%
WW	\$ 14,953	15,035	-0.5%	3.6%	-4.1%

See footnotes at end of schedule

PHARMACEUTICAL SEGMENT ^(2,3)	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	FOURTH QUARTER					TWELVE MONTHS				
	2022	2021	% Change			2022	2021	% Change		
		Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
IMMUNOLOGY										
US	\$ 2,805	2,912	-3.6%	-3.6%	-	\$ 11,036	10,843	1.8%	1.8%	-
Intl	1,312	1,443	-9.1%	2.1%	-11.2%	5,899	5,907	-0.1%	10.3%	-10.4%
WW	4,118	4,355	-5.4%	-1.8%	-3.6%	16,935	16,750	1.1%	4.8%	-3.7%
REMICADE										
US	318	511	-37.7%	-37.7%	-	1,417	2,019	-29.8%	-29.8%	-
US Exports ⁽⁴⁾	41	39	5.1%	5.1%	-	204	236	-13.6%	-13.6%	-
Intl	116	214	-45.9%	-41.3%	-4.6%	722	935	-22.8%	-18.7%	-4.1%
WW	475	764	-37.8%	-36.5%	-1.3%	2,343	3,190	-26.6%	-25.3%	-1.3%
SIMPONI / SIMPONI ARIA										
US	280	287	-2.2%	-2.2%	-	1,166	1,127	3.5%	3.5%	-
Intl	220	271	-18.6%	-7.4%	-11.2%	1,017	1,148	-11.4%	-1.4%	-10.0%
WW	501	559	-10.2%	-4.7%	-5.5%	2,184	2,276	-4.0%	1.0%	-5.0%
STELARA										
US	1,621	1,542	5.2%	5.2%	-	6,388	5,938	7.6%	7.6%	-
Intl	764	792	-3.5%	8.1%	-11.6%	3,335	3,196	4.4%	15.7%	-11.3%
WW	2,386	2,334	2.3%	6.2%	-3.9%	9,723	9,134	6.5%	10.4%	-3.9%
TREMFYA										
US	541	528	2.5%	2.5%	-	1,844	1,503	22.7%	22.7%	-
Intl	211	165	27.5%	44.5%	-17.0%	824	624	32.0%	47.8%	-15.8%
WW	752	693	8.5%	12.5%	-4.0%	2,668	2,127	25.4%	30.1%	-4.7%
OTHER IMMUNOLOGY										
US	3	6	-53.5%	-53.5%	-	17	21	-18.4%	-18.4%	-
Intl	0	0	*	*	*	0	3	*	*	*
WW	3	6	-53.3%	-53.3%	0.0%	17	24	-28.2%	-28.2%	0.0%
INFECTIOUS DISEASES										
US	414	614	-32.6%	-32.6%	-	1,680	2,249	-25.3%	-25.3%	-
Intl	1,127	1,818	-38.0%	-31.0%	-7.0%	3,769	3,576	5.4%	17.3%	-11.9%
WW	1,540	2,431	-36.6%	-31.4%	-5.2%	5,449	5,825	-6.5%	0.8%	-7.3%
COVID-19 VACCINE										
US	0	213	*	*	-	120	634	-81.1%	-81.1%	-
Intl	689	1,405	-50.9%	-45.0%	-5.9%	2,059	1,751	17.6%	32.1%	-14.5%
WW	689	1,619	-57.4%	-52.2%	-5.2%	2,179	2,385	-8.6%	2.0%	-10.6%
EDURANT / rilpivirine										
US	9	10	1.2%	1.2%	-	36	41	-10.8%	-10.8%	-
Intl	281	220	27.6%	39.2%	-11.6%	972	953	2.0%	12.7%	-10.7%
WW	290	230	26.5%	37.6%	-11.1%	1,008	994	1.5%	11.8%	-10.3%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	398	380	4.7%	4.7%	-	1,494	1,508	-1.0%	-1.0%	-
Intl	95	135	-29.5%	-20.5%	-9.0%	449	575	-21.9%	-13.4%	-8.5%
WW	493	515	-4.3%	-1.9%	-2.4%	1,943	2,083	-6.7%	-4.4%	-2.3%
OTHER INFECTIOUS DISEASES										
US	6	11	-47.1%	-47.1%	-	30	66	-55.5%	-55.5%	-
Intl	61	57	7.3%	18.0%	-10.7%	289	297	-2.6%	3.6%	-6.2%
WW	67	68	-1.6%	7.4%	-9.0%	318	363	-12.3%	-7.2%	-5.1%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER				
	2022	2021	% Change		
			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE					
US	912	899	1.4%	1.4%	-
Intl	825	890	-7.2%	3.3%	-10.5%
WW	1,737	1,789	-2.8%	2.4%	-5.2%
<u>CONCERTA / Methvlphenidate</u>					
US	37	55	-34.3%	-34.3%	-
Intl	131	123	6.5%	20.3%	-13.8%
WW	168	178	-6.2%	3.4%	-9.6%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>					
US	678	668	1.8%	1.8%	-
Intl	329	361	-8.8%	2.7%	-11.5%
WW	1,008	1,029	-2.0%	2.1%	-4.1%
<u>RISPERDAL CONSTA</u>					
US	62	77	-19.4%	-19.4%	-
Intl	50	63	-21.5%	-9.7%	-11.8%
WW	112	140	-20.4%	-15.0%	-5.4%
<u>OTHER NEUROSCIENCE</u>					
US	134	99	35.5%	35.5%	-
Intl	315	342	-7.7%	0.3%	-8.0%
WW	449	441	2.0%	8.2%	-6.2%
ONCOLOGY					
US	1,857	1,594	16.5%	16.5%	-
Intl	2,069	2,184	-5.3%	6.8%	-12.1%
WW	3,927	3,778	3.9%	10.9%	-7.0%
<u>DARZALEX</u>					
US	1,139	867	31.4%	31.4%	-
Intl	944	778	21.3%	36.7%	-15.4%
WW	2,083	1,645	26.6%	33.9%	-7.3%
<u>ERLEADA</u>					
US	275	235	17.2%	17.2%	-
Intl	266	149	78.0%	97.8%	-19.8%
WW	541	384	40.9%	48.6%	-7.7%
<u>IMBRUVICA</u>					
US	318	436	-27.0%	-27.0%	-
Intl	547	626	-12.5%	-2.0%	-10.5%
WW	866	1,062	-18.5%	-12.3%	-6.2%
<u>ZYTIGA / abiraterone acetate</u>					
US	20	23	-14.3%	-14.3%	-
Intl	250	525	-52.4%	-44.8%	-7.6%
WW	270	548	-50.8%	-43.6%	-7.2%
<u>OTHER ONCOLOGY</u>					
US	106	34	*	*	-
Intl	63	106	-41.1%	-33.1%	-8.0%
WW	168	140	20.6%	26.7%	-6.1%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	TWELVE MONTHS				
	2022	2021	% Change		
			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE					
US	3,570	3,347	6.7%	6.7%	-
Intl	3,323	3,641	-8.7%	0.4%	-9.1%
WW	6,893	6,988	-1.4%	3.4%	-4.8%
<u>CONCERTA / Methvlphenidate</u>					
US	151	172	-12.5%	-12.5%	-
Intl	493	495	-0.4%	9.9%	-10.3%
WW	644	667	-3.5%	4.1%	-7.6%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>					
US	2,714	2,550	6.5%	6.5%	-
Intl	1,426	1,472	-3.1%	7.8%	-10.9%
WW	4,140	4,022	3.0%	6.9%	-3.9%
<u>RISPERDAL CONSTA</u>					
US	257	287	-10.4%	-10.4%	-
Intl	228	305	-25.3%	-15.5%	-9.8%
WW	485	592	-18.1%	-13.0%	-5.1%
<u>OTHER NEUROSCIENCE</u>					
US	447	338	32.4%	32.4%	-
Intl	1,176	1,368	-14.1%	-7.5%	-6.6%
WW	1,623	1,706	-4.9%	0.4%	-5.3%
ONCOLOGY					
US	6,930	5,958	16.3%	16.3%	-
Intl	9,052	8,590	5.4%	17.3%	-11.9%
WW	15,983	14,548	9.9%	16.9%	-7.0%
<u>DARZALEX</u>					
US	4,210	3,169	32.8%	32.8%	-
Intl	3,767	2,854	32.0%	47.0%	-15.0%
WW	7,977	6,023	32.4%	39.5%	-7.1%
<u>ERLEADA</u>					
US	968	813	19.2%	19.2%	-
Intl	913	478	*	*	*
WW	1,881	1,291	45.7%	53.0%	-7.3%
<u>IMBRUVICA</u>					
US	1,390	1,747	-20.4%	-20.4%	-
Intl	2,394	2,622	-8.7%	1.0%	-9.7%
WW	3,784	4,369	-13.4%	-7.6%	-5.8%
<u>ZYTIGA / abiraterone acetate</u>					
US	74	119	-37.8%	-37.8%	-
Intl	1,696	2,178	-22.1%	-12.3%	-9.8%
WW	1,770	2,297	-22.9%	-13.6%	-9.3%
<u>OTHER ONCOLOGY</u>					
US	289	110	*	*	-
Intl	283	458	-38.3%	-31.6%	-6.7%
WW	571	568	0.6%	6.0%	-5.4%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	FOURTH QUARTER					TWELVE MONTHS				
	2022	2021	% Change			2022	2021	% Change		
		Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
<u>PULMONARY HYPERTENSION</u>										
US	610	587	3.9%	3.9%	-	2,346	2,365	-0.8%	-0.8%	-
Intl	261	264	-1.3%	13.5%	-14.8%	1,071	1,085	-1.3%	11.2%	-12.5%
WW	870	851	2.3%	6.9%	-4.6%	3,417	3,450	-1.0%	3.0%	-4.0%
<u>OPSUMIT</u>										
US	305	286	7.0%	7.0%	-	1,132	1,147	-1.3%	-1.3%	-
Intl	156	162	-3.7%	11.0%	-14.7%	651	672	-3.2%	9.3%	-12.5%
WW	461	448	3.1%	8.4%	-5.3%	1,783	1,819	-2.0%	2.6%	-4.6%
<u>UPTRAVI</u>										
US	280	264	6.3%	6.3%	-	1,104	1,056	4.5%	4.5%	-
Intl	56	46	20.4%	33.3%	-12.9%	218	181	20.4%	32.4%	-12.0%
WW	336	310	8.4%	10.3%	-1.9%	1,322	1,237	6.9%	8.6%	-1.7%
<u>OTHER PULMONARY HYPERTENSION</u>										
US	24	38	-35.5%	-35.5%	-	110	163	-32.3%	-32.3%	-
Intl	48	56	-12.2%	4.4%	-16.6%	202	232	-12.8%	0.3%	-13.1%
WW	73	94	-21.7%	-11.8%	-9.9%	313	395	-20.8%	-13.1%	-7.7%
<u>CARDIOVASCULAR / METABOLISM / OTHER</u>										
US	776	813	-4.4%	-4.4%	-	3,042	3,192	-4.7%	-4.7%	-
Intl	194	200	-3.4%	5.7%	-9.1%	845	927	-8.9%	-1.7%	-7.2%
WW	971	1,013	-4.2%	-2.4%	-1.8%	3,887	4,119	-5.6%	-4.0%	-1.6%
<u>XARELTO</u>										
US	667	644	3.4%	3.4%	-	2,473	2,438	1.4%	1.4%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	667	644	3.4%	3.4%	-	2,473	2,438	1.4%	1.4%	-
<u>INVOKANA / INVOKAMET</u>										
US	29	59	-51.3%	-51.3%	-	193	308	-37.4%	-37.4%	-
Intl	62	60	2.3%	11.2%	-8.9%	255	254	0.1%	7.3%	-7.2%
WW	91	120	-24.1%	-19.6%	-4.5%	448	563	-20.4%	-17.2%	-3.2%
<u>OTHER</u>										
US	81	110	-25.7%	-25.7%	-	376	446	-15.5%	-15.5%	-
Intl	132	140	-5.9%	3.3%	-9.2%	590	673	-12.3%	-5.1%	-7.2%
WW	213	250	-14.6%	-9.4%	-5.2%	966	1,119	-13.6%	-9.3%	-4.3%
<u>TOTAL PHARMACEUTICAL</u>										
US	7,375	7,418	-0.6%	-0.6%	-	28,604	27,954	2.3%	2.3%	-
Intl	5,788	6,799	-14.9%	-4.5%	-10.4%	23,959	23,726	1.0%	11.9%	-10.9%
WW	\$ 13,163	\$ 14,217	-7.4%	-2.5%	-4.9%	\$ 52,563	\$ 51,680	1.7%	6.7%	-5.0%

See footnotes at end of schedule

MEDTECH SEGMENT ^(2,3,5)**INTERVENTIONAL SOLUTIONS**

	2022		2021		% Change		
			Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	Currency
US	\$	603	483	24.9%	24.9%	-	
Intl		495	536	-7.6%	6.2%	-13.8%	
WW		<u>1,098</u>	<u>1,019</u>	7.8%	15.1%	-7.3%	

ORTHOPAEDICS

US		1,385	1,305	6.1%	6.1%	-	
Intl		763	851	-10.4%	0.8%	-11.2%	
WW		<u>2,148</u>	<u>2,155</u>	-0.4%	4.0%	-4.4%	

HIPS

US		250	227	9.7%	9.7%	-	
Intl		135	151	-10.4%	0.4%	-10.8%	
WW		<u>385</u>	<u>378</u>	1.7%	6.0%	-4.3%	

KNEES

US		231	208	11.8%	11.8%	-	
Intl		122	135	-9.5%	1.2%	-10.7%	
WW		<u>354</u>	<u>342</u>	3.4%	7.6%	-4.2%	

TRAUMA

US		470	467	0.7%	0.7%	-	
Intl		240	261	-7.9%	3.5%	-11.4%	
WW		<u>710</u>	<u>728</u>	-2.4%	1.7%	-4.1%	

SPINE, SPORTS & OTHER

US		434	403	7.5%	7.5%	-	
Intl		265	304	-12.9%	-1.5%	-11.4%	
WW		<u>699</u>	<u>708</u>	-1.3%	3.6%	-4.9%	

REPORTED SALES vs. PRIOR PERIOD (\$MM)**FOURTH QUARTER****REPORTED SALES vs. PRIOR PERIOD (\$MM)****TWELVE MONTHS**

	2022		2021		% Change		
			Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	Currency
US	\$	2,169	1,836	18.2%	18.2%	-	
Intl		2,131	2,135	-0.2%	9.9%	-10.1%	
WW		<u>4,300</u>	<u>3,971</u>	8.3%	13.7%	-5.4%	
US		5,321	5,126	3.8%	3.8%	-	
Intl		3,267	3,462	-5.6%	3.4%	-9.0%	
WW		<u>8,587</u>	<u>8,588</u>	0.0%	3.7%	-3.7%	
US		943	878	7.3%	7.3%	-	
Intl		571	602	-5.1%	3.6%	-8.7%	
WW		<u>1,514</u>	<u>1,480</u>	2.3%	5.8%	-3.5%	
US		851	787	8.2%	8.2%	-	
Intl		508	538	-5.7%	3.1%	-8.8%	
WW		<u>1,359</u>	<u>1,325</u>	2.6%	6.1%	-3.5%	
US		1,882	1,819	3.5%	3.5%	-	
Intl		989	1,066	-7.2%	2.6%	-9.8%	
WW		<u>2,871</u>	<u>2,885</u>	-0.5%	3.1%	-3.6%	
US		1,645	1,642	0.2%	0.2%	-	
Intl		1,198	1,256	-4.6%	4.3%	-8.9%	
WW		<u>2,843</u>	<u>2,898</u>	-1.9%	1.9%	-3.8%	

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	FOURTH QUARTER					TWELVE MONTHS				
	2022	2021	% Change			2022	2021	% Change		
		Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
SURGERY										
US	1,000	986	1.5%	1.5%	-	3,897	3,867	0.8%	0.8%	-
Intl	1,383	1,527	-9.4%	1.4%	-10.8%	5,793	5,945	-2.6%	5.7%	-8.3%
WW	2,384	2,513	-5.1%	1.4%	-6.5%	9,690	9,812	-1.2%	3.8%	-5.0%
ADVANCED										
US	456	457	-0.2%	-0.2%	-	1,784	1,761	1.3%	1.3%	-
Intl	653	735	-11.1%	-0.4%	-10.7%	2,785	2,861	-2.6%	5.3%	-7.9%
WW	1,109	1,192	-7.0%	-0.3%	-6.7%	4,569	4,622	-1.1%	3.8%	-4.9%
GENERAL										
US	544	528	3.1%	3.1%	-	2,113	2,105	0.4%	0.4%	-
Intl	731	793	-7.8%	3.0%	-10.8%	3,008	3,085	-2.5%	6.2%	-8.7%
WW	1,275	1,321	-3.5%	3.0%	-6.5%	5,121	5,190	-1.3%	3.8%	-5.1%
VISION										
US	456	443	3.1%	3.1%	-	1,990	1,857	7.2%	7.2%	-
Intl	689	728	-5.4%	5.9%	-11.3%	2,859	2,831	1.0%	11.1%	-10.1%
WW	1,145	1,171	-2.2%	4.8%	-7.0%	4,849	4,688	3.4%	9.5%	-6.1%
CONTACT LENSES / OTHER										
US	343	316	8.6%	8.6%	-	1,522	1,398	8.9%	8.9%	-
Intl	489	518	-5.6%	7.2%	-12.8%	2,022	2,043	-1.0%	10.1%	-11.1%
WW	831	833	-0.2%	7.7%	-7.9%	3,543	3,440	3.0%	9.6%	-6.6%
SURGICAL										
US	113	126	-10.7%	-10.7%	-	468	459	2.0%	2.0%	-
Intl	200	211	-5.0%	2.9%	-7.9%	837	788	6.2%	13.7%	-7.5%
WW	314	338	-7.1%	-2.2%	-4.9%	1,306	1,248	4.6%	9.4%	-4.8%
TOTAL MEDTECH										
US	3,445	3,216	7.1%	7.1%	-	13,377	12,686	5.4%	5.4%	-
Intl	3,331	3,643	-8.6%	2.9%	-11.5%	14,050	14,374	-2.3%	6.9%	-9.2%
WW	\$ 6,776	\$ 6,859	-1.2%	4.9%	-6.1%	\$ 27,427	\$ 27,060	1.4%	6.2%	-4.8%

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

(5) Previously referred to as Medical Devices

Supplemental Sales Reconciliation (Unaudited)

(Dollars in Millions)

	FOURTH QUARTER					TWELVE MONTHS				
	2022	2021	Percent Change			2022	2021	Percent Change		
			Total	Operations	Currency			Total	Operations	Currency
Pharmaceutical										
U.S.	\$ 7,375	7,418	(0.6) %	(0.6)	-	\$ 28,604	27,954	2.3 %	2.3	-
International	5,788	6,799	(14.9)	(4.5)	(10.4)	23,959	23,726	1.0	11.9	(10.9)
Worldwide	13,163	14,217	(7.4)	(2.5)	(4.9)	52,563	51,680	1.7	6.7	(5.0)
COVID-19 Vaccine										
U.S.	0	213	*	*	-	120	634	(81.1)	(81.1)	-
International	689	1,405	(50.9)	(45.0)	(5.9)	2,059	1,751	17.6	32.1	(14.5)
Worldwide	689	1,619	(57.4)	(52.2)	(5.2)	2,179	2,385	(8.6)	2.0	(10.6)
Pharmaceutical excluding COVID-19 Vaccine										
U.S.	7,375	7,205	2.4	2.4	-	28,484	27,320	4.3	4.3	-
International	5,099	5,394	(5.5)	6.0	(11.5)	21,900	21,975	(0.3)	10.3	(10.6)
Worldwide	12,474	12,599	(1.0)	3.9	(4.9)	50,384	49,295	2.2	6.9	(4.7)
Worldwide										
U.S.	12,516	12,163	2.9	2.9	-	48,580	47,156	3.0	3.0	-
International	11,190	12,641	(11.5)	(1.1)	(10.4)	46,363	46,619	(0.6)	9.1	(9.7)
Worldwide	23,706	24,804	(4.4)	0.9	(5.3)	94,943	93,775	1.3	6.1	(4.8)
COVID-19 Vaccine										
U.S.	0	213	*	*	-	120	634	(81.1)	(81.1)	-
International	689	1,405	(50.9)	(45.0)	(5.9)	2,059	1,751	17.6	32.1	(14.5)
Worldwide	689	1,619	(57.4)	(52.2)	(5.2)	2,179	2,385	(8.6)	2.0	(10.6)
Worldwide										
U.S.	12,516	11,950	4.7	4.7	-	48,460	46,522	4.2	4.2	-
International	10,501	11,236	(6.5)	4.4	(10.9)	44,304	44,868	(1.3)	8.2	(9.5)
Worldwide excluding COVID-19 Vaccine	\$ 23,017	23,186	(0.7) %	4.6	(5.3)	\$ 92,764	91,390	1.5 %	6.2	(4.7)

Note: Columns and rows within tables may not add due to rounding

* Percentage greater than 100% or not meaningful

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

Q4 QTD - Income Before Tax by Segment*
Dollars in Millions

	Consumer Health ¹		Pharmaceutical ¹		MedTech		Unallocated		Consumer Health Separation Costs		Worldwide Total	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
Reported Income Before Tax by Segment	\$ 651	442	3,308	4,306	865	575	(153)	(420)	(470)	(67)	4,201	4,836
% to Sales	17.3%	11.9%	25.1%	30.3%	12.8%	8.4%	-0.6%	-1.7%	-2.0%	-0.3%	17.7%	19.5%
Intangible asset amortization expense	84	100	717	761	260	260	-	-	-	-	1,061	1,121
In-process research and development	-	-	173	-	-	-	-	-	-	-	173	-
Litigation related	72	122	61	(35)	129	187	-	-	-	-	262	274
Loss/(gain) on securities	-	1	23	(237)	(17)	38	-	-	-	-	6	(198)
Restructuring related	21	28	31	22	88	90	-	-	-	-	140	140
Acquisition, integration and divestiture related	-	-	(104)	5	300	21	-	-	-	-	196	26
Medical Device Regulation	-	-	-	-	88	73	-	-	-	-	88	73
COVID-19 Vaccine related costs	-	-	821	-	-	-	-	-	-	-	821	-
Consumer Health separation costs	-	-	-	-	-	-	-	-	470	67	470	67
Other	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted Income Before Tax by Segment	\$ 828	693	5,030	4,822	1,713	1,244	(153)	(420)	-	-	7,418	6,339
% to Sales	22.0%	18.6%	38.2%	33.9%	25.3%	18.1%	-0.6%	-1.7%	0.0%	0.0%	31.3%	25.6%

¹ Prior year income before tax has been reclassified as Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes

*Estimated as of 1/24/2023

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

Q4 YTD - Income Before Tax by Segment*
Dollars in Millions

	Consumer Health ¹		Pharmaceutical ¹		MedTech		Unallocated		Consumer Health Separation Costs		Worldwide Total	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
Reported Income Before Tax by Segment	\$ 2,930	1,573	15,901	17,969	4,607	4,373	(624)	(1,072)	(1,089)	(67)	21,725	22,776
% to Sales	19.6%	10.5%	30.3%	34.8%	16.8%	16.2%	-0.7%	-1.1%	-1.1%	-0.1%	22.9%	24.3%
Intangible asset amortization expense	361	414	2,911	3,258	1,033	1,025	-	-	-	-	4,305	4,697
In-process research and development	-	-	783	-	-	900	-	-	-	-	783	900
Litigation related	150	1,603	104	640	612	85	-	-	-	-	866	2,328
Loss/(gain) on securities	-	(18)	696	(486)	(6)	(29)	-	-	-	-	690	(533)
Restructuring related	91	119	63	76	309	278	-	-	-	-	463	473
Acquisition, integration and divestiture related	-	-	(104)	(562)	300	84	-	-	-	-	196	(478)
Medical Device Regulation	-	-	-	-	296	234	-	-	-	-	296	234
COVID-19 Vaccine related costs	-	-	1,474	-	-	-	-	-	-	-	1,474	-
Consumer Health separation costs	-	-	-	-	-	-	-	-	1,089	67	1,089	67
Other	-	-	-	-	-	-	(7)	-	-	-	(7)	-
Adjusted Income Before Tax by Segment	\$ <u>3,532</u>	<u>3,691</u>	<u>21,828</u>	<u>20,895</u>	<u>7,151</u>	<u>6,950</u>	<u>(631)</u>	<u>(1,072)</u>	<u>-</u>	<u>-</u>	<u>31,880</u>	<u>30,464</u>
% to Sales	23.6%	24.5%	41.5%	40.4%	26.1%	25.7%	-0.7%	-1.1%	0.0%	0.0%	33.6%	32.5%

¹ Prior year income before tax has been reclassified as Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes

*Estimated as of 1/24/2023

Johnson & Johnson and Subsidiaries
GAAP to Non-GAAP Reconciliation
\$ in Millions

Quarter to Date

	Fourth Quarter Jan 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related (1)	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Fourth Quarter Jan 1, 2023 Non-GAAP
Cost of products sold	\$ 7,765	(1,060)			(36)			(33)	(160)	(4)	-	-	-	6,472
Selling, marketing and admin expenses	6,512							(9)	-	(43)				6,460
Research and development expense	3,841							(46)	(114)	-				3,681
Other (Income) / Expense	1,207	(1)	(262)		(20)	(196)	(6)		(547)	(423)	-		-	(248)
In-process research and development	173			(173)										-
Restructuring	84				(84)									-
Provision for taxes on income	681	165	(36)	40	21	5	2	17	199	94	(35)	47	-	1,200
Net Earnings	3,520	896	298	133	119	191	4	71	622	376	35	(47)	-	6,218

	Fourth Quarter Jan 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Fourth Quarter Jan 2, 2022 Non-GAAP
Cost of products sold	\$ 7,955	(1,111)			(21)			(26)	(7)	(4)				6,797
Selling, marketing and admin expenses	7,154							(7)						7,147
Research and development expense	4,720							(40)						4,680
Other (Income) / Expense	9	(10)	(274)		(36)	(26)	198		-	(67)	-		-	(206)
In-process research and development	-			-										-
Restructuring	83				(83)									-
Provision for taxes on income	100	162	49	-	27	6	(89)	14	-	15	-	377	-	661
Net Earnings	4,736	959	225	-	113	20	(109)	59	-	52	-	(377)	-	5,678

Year to Date

	Twelve Months Jan 1, 2023 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related (1)	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Twelve Months Jan 1, 2023 Non-GAAP
Cost of products sold	\$ 31,089	(4,292)			(82)			(109)	(456)	(4)				26,146
Selling, marketing and admin expenses	24,765							(28)		(45)				24,692
Research and development expense	14,603							(159)	(304)					14,140
Other (Income) / Expense	1,871	(13)	(866)		(60)	(196)	(690)		(714)	(1,040)	-		7	(1,701)
In-process research and development	783			(783)										-
Restructuring	321				(321)									-
Provision for taxes on income	3,784	667	(125)	178	81	5	166	56	360	206	(494)	(40)	(2)	4,842
Net Earnings	17,941	3,638	991	605	382	191	524	240	1,114	883	494	40	(5)	27,038

	Twelve Months Jan 2, 2022 GAAP	Intangible asset amortization	Litigation related	In-process research and development	Restructuring related	Acquisition, integration and divestiture related (1)	(Loss)/gain on securities	Medical Device Regulation	COVID-19 Vaccine Related Costs	Consumer Health separation costs	Consumer Health separation tax related costs	Tax legislation and other tax related	Other	Twelve Months Jan 2, 2022 Non-GAAP
Cost of products sold	\$ 29,855	(4,661)			(86)			(85)						25,023
Selling, marketing and admin expenses	24,659							(24)						24,635
Research and development expense	14,714							(125)						14,589
Other (Income) / Expense	489	(36)	(2,328)		(135)	478	533		-	(67)	-		-	(1,066)
In-process research and development	900			(900)										-
Restructuring	252				(252)									-
Provision for taxes on income	1,898	667	481	202	86	(98)	(116)	44	-	15	-	1,090	-	4,269
Net Earnings	20,878	4,030	1,847	698	387	(380)	(417)	190	-	52	-	(1,090)	-	26,195

(1) 2022 primarily includes costs related to the Abiomed acquisition. 2021 primarily includes gains on the divestitures of two Pharmaceutical brands outside of the United States.