

# 2ND QUARTER 2018 RESULTS

## Q2 2018 SALES

**\$20.8B** WORLDWIDE INCREASED ▲ **10.6%** | Excluding acquisitions/divestitures on an operational basis worldwide sales **6.3%\*** INCREASED ▲

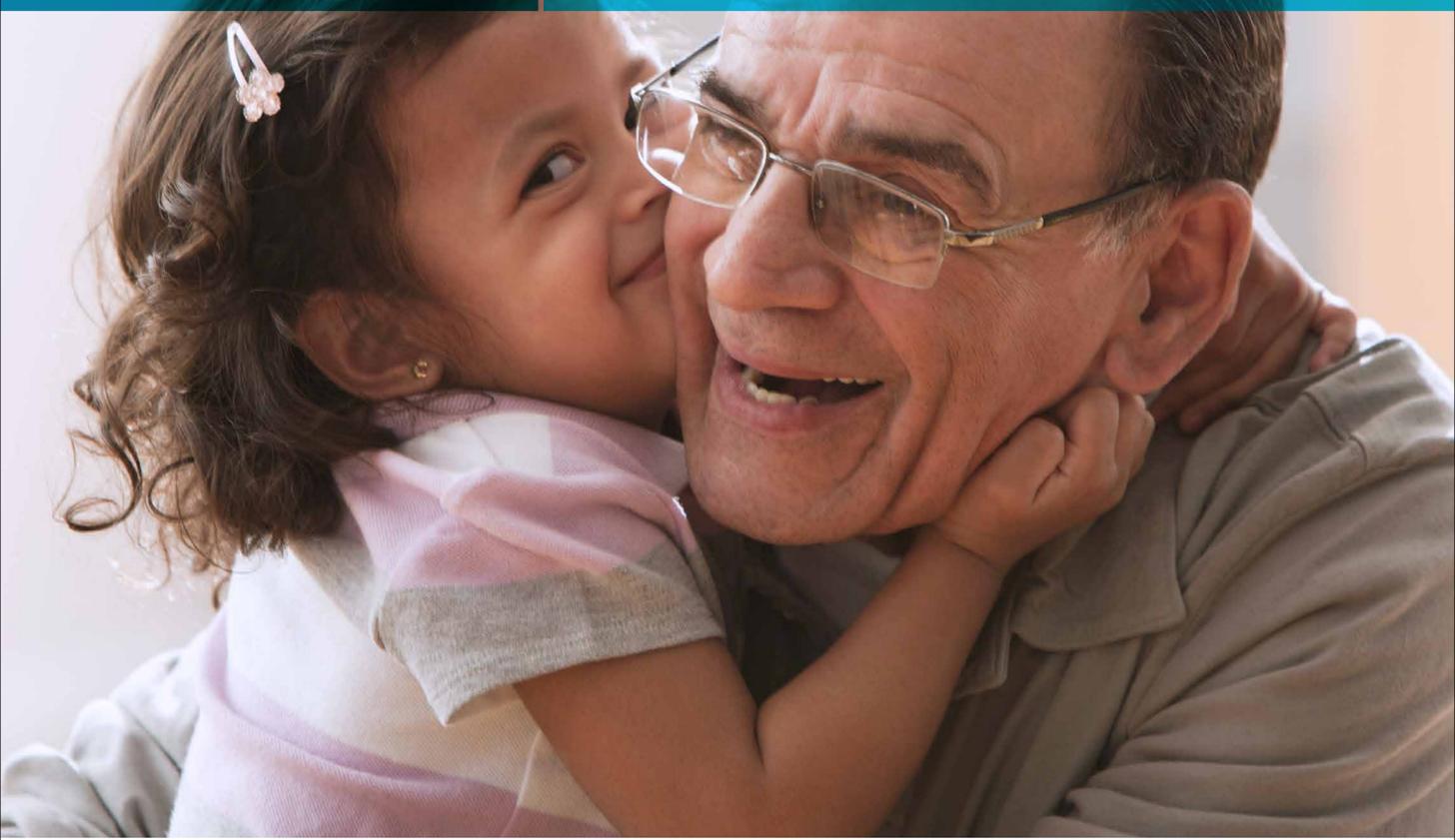
DILUTED EARNINGS PER SHARE

**\$1.45**

ADJUSTED DILUTED EARNINGS PER SHARE\*

**\$2.10**

INCREASE ▲ **14.8%**



**Alex Gorsky**  
Chairman and Chief Executive Officer  
Johnson & Johnson

“Our strong second-quarter results reflect double-digit growth in our Pharmaceutical business and the accelerating sales momentum in our Medical Devices business, driven by the continued growth of our market leading products and strategic new launches. We remain focused on investing in innovation and meeting the needs of our customers by delivering innovative products and solutions that position the company to deliver long-term, sustainable growth. Our talented J&J colleagues are united in our efforts to address some of the most critical health and consumer needs of people around the world.”

## WORLDWIDE CONSUMER SALES

**\$3.5B** Consumer worldwide sales increased: **0.7%**  
Primary contributors to growth:



## WORLDWIDE PHARMACEUTICAL SALES

**\$10.4B** Pharmaceutical worldwide sales increased: **19.9%**  
Primary contributors to growth:



## WORLDWIDE MEDICAL DEVICES SALES

**\$7.0B** Medical Devices worldwide sales increased: **3.7%**  
Primary contributors to growth:



ELECTROPHYSIOLOGY



ACUVUE® CONTACT LENSES



BIOSURGERY



ENDOCUTTERS



SURGICAL VISION



WOUND CLOSURE



TRAUMA

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on July 17, 2018, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

\*Non-GAAP financial measure; non-GAAP financial measures should not be considered replacements for, 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 operating and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the "Note to Investors Concerning Forward-Looking Statements" included in the Johnson & Johnson earnings release issued on July 17, 2018, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.