



October 16, 2012

## Johnson & Johnson Reports 2012 Third-Quarter Results:

**Sales of \$17.1 Billion increased 6.5% Versus 2011 Third Quarter; Third-Quarter EPS was \$1.05 Excluding Special Items, 2012 Third-Quarter EPS of \$1.25 increased 0.8%\***

NEW BRUNSWICK, N.J., Oct. 16, 2012 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of \$17.1 billion for the third quarter of 2012, an increase of 6.5% as compared to the third quarter of 2011. Operational results increased 10.8% and the negative impact of currency was 4.3%. Domestic sales increased 13.4%. International sales increased 1.4%, reflecting operational growth of 8.9% and a negative currency impact of 7.5%. Sales included the impact of the recently completed acquisition of Synthes, Inc., which contributed 5.8% to worldwide operational sales growth, net of the divestiture of the DePuy trauma business.

Net earnings\*\* and diluted earnings per share for the third quarter of 2012 were \$3.0 billion and \$1.05, respectively. Third-quarter 2012 net earnings included after-tax special items of \$553 million, primarily consisting of a non-cash net charge related to in-process research and development due to the discontinuation of the phase 3 clinical development of bapineuzumab IV, transaction and integration costs related to the acquisition of Synthes, Inc., and DePuy ASR™ Hip related costs. Third-quarter 2011 net earnings included an after-tax special item of \$241 million, consisting of a mark-to-market adjustment to the value of the currency option and deal costs related to the acquisition of Synthes, Inc. Excluding these special items, net earnings for the current quarter were \$3.5 billion and diluted earnings per share were \$1.25, representing increases of 2.3% and 0.8%, respectively, as compared to the same period in 2011.\*

"Our third-quarter results reflected continued sales momentum driven by strong growth of key products, successful new product launches, and the addition of Synthes to our family of companies. We advanced our pipelines with regulatory approvals for a number of new products, the submission of several new drug applications, and the completion of several strategic collaborations," said Alex Gorsky, Chief Executive Officer. "I'm extremely proud of our talented and dedicated colleagues throughout Johnson & Johnson and I have great confidence in our ability to deliver sustainable growth and bring meaningful innovations to patients and customers around the world."

The Company updated its earnings guidance for full-year 2012 to \$5.05 - \$5.10 per share. The Company's guidance excludes the impact of special items.

Worldwide Consumer sales of \$3.6 billion for the third quarter represented a decrease of 4.3% versus the prior year consisting of an operational increase of 1.0% and a negative impact from currency of 5.3%. Domestic sales decreased 0.4%. International sales decreased 6.1%, which reflected an operational increase of 1.8% and a negative currency impact of 7.9%.

Positive contributors to operational results were sales of upper respiratory over-the-counter products; international sales of LISTERINE® oral care products; and NEUTROGENA® skin care products.

Worldwide Pharmaceutical sales of \$6.4 billion for the third quarter represented an increase of 7.0% versus the prior year with operational growth of 11.3% and a negative impact from currency of 4.3%. Domestic sales increased 14.6%. International sales were flat and reflected an operational increase of 8.2% offset by a negative currency impact of 8.2%.

Primary contributors to operational sales growth were REMICADE® (infliximab), a biologic approved for the treatment of a number of immune-mediated, inflammatory diseases; PREZISTA® (darunavir), a treatment for HIV; VELCADE® (bortezomib), a treatment for multiple myeloma; and a number of recently launched products.

The strong sales results of recently launched products included ZYTIGA® (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone, for the treatment of metastatic, castration-resistant prostate cancer; INVEGA® SUSTENNA®/XEPLION® (paliperidone palmitate), a once-monthly, long-acting, injectable atypical antipsychotic for the acute and maintenance treatment of schizophrenia in adults; STELARA® (ustekinumab), a biologic approved for the treatment of moderate to severe plaque psoriasis; international sales of INCIVO® (telaprevir), a direct acting antiviral protease inhibitor, for the treatment of genotype-1 chronic hepatitis C virus, in combination with peginterferon alfa and ribavirin, in adults; XARELTO® (rivaroxaban), an oral anticoagulant; and SIMPONI® (golimumab), a biologic approved to treat adults with moderate to severe rheumatoid arthritis, psoriatic arthritis, and ankylosing spondylitis.

Sales results were negatively impacted by the manufacturing suspension at a third-party supplier for DOXIL® (doxorubicin HCl liposome injection)/CAELYX® (pegylated liposomal doxorubicin hydrochloride), a medication to treat ovarian and other cancers.

During the quarter, the U.S. Food and Drug Administration (FDA) approved the supplemental New Drug Application for NUCYNTA® ER (tapentadol) extended-release tablets, an oral analgesic taken twice daily, for the management of neuropathic pain associated with diabetic peripheral neuropathy in adults. In addition, the European Commission approved the marketing authorizations for DACOGEN® (decitabine) for the treatment of adult patients (age 65 years and above) with newly diagnosed de novo or secondary acute myeloid leukemia who are not candidates for standard induction chemotherapy, and for the subcutaneous administration of VELCADE® (bortezomib) for the treatment of multiple myeloma.

Also during the quarter, a Biologics License Application was submitted to the FDA requesting approval of an investigational intravenous formulation of the anti-tumor necrosis factor (TNF)-alpha SIMPONI® (golimumab) for the treatment of adults with moderately to severely active rheumatoid arthritis. In addition, a supplemental Biologics License Application was submitted to the FDA and a Type II Variation was submitted to the European Medicines Agency (EMA) requesting approval of SIMPONI® (golimumab) for the treatment of adult patients with moderately to severely active ulcerative colitis who have had an inadequate response to conventional therapy.

In August, a Marketing Authorization Application was submitted to the EMA seeking conditional approval for the use of bedaquiline (TMC207) as an oral treatment, to be used as part of combination therapy for pulmonary, multi-drug resistant tuberculosis in adults.

In October, a license agreement was entered into with Astellas Pharma Inc. for the worldwide development and commercialization, except in Japan, of ASP015K, an oral, small molecule Janus Kinase inhibitor. ASP015K is currently in Phase 2b development as a once-daily oral treatment for moderate-to-severe rheumatoid arthritis.

Worldwide Medical Devices and Diagnostics sales of \$7.1 billion for the third quarter represented an increase of 12.5% versus the prior year consisting of an operational increase of 16.1% and a negative currency impact of 3.6%. Domestic sales increased 18.3%. International sales increased 7.9%, which reflected an operational increase of 14.4% and a negative currency impact of 6.5%. Sales included the impact of the recently completed acquisition of Synthes, Inc., which contributed 14.7%, 17.9%, and 12.2% to worldwide, domestic and international operational sales growth, respectively, net of the divestiture of the DePuy trauma business.

Primary contributors to operational growth were sales from the recently completed acquisition of Synthes, Inc. in our Orthopaedics business; Biosense Webster's electrophysiology products in our Cardiovascular Care business; a number of products in our Specialty Surgery business; and Vistakon's disposable contact lenses.

During the quarter, Calibra Medical, Inc., a privately held developer of a unique, wearable three-day insulin patch designed to offer a convenient and discrete mealtime insulin dosing option for people with diabetes who take multiple daily injections of insulin, was acquired.

#### **About Johnson & Johnson**

Caring for the world, one person at a time...inspires and unites the people of Johnson & Johnson. We embrace research and science - bringing innovative ideas, products and services to advance the health and well-being of people. Our approximately 129,000 employees at more than 250 Johnson & Johnson operating companies work with partners in health care to touch the lives of over a billion people every day, throughout the world.

\* Net earnings\*\* and diluted earnings per share excluding 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. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures is included in the financial schedules accompanying this press release and can be found in the Investor Relations section of the Company's website at [www.investor.jnj.com](http://www.investor.jnj.com).

\*\* Net earnings attributable to Johnson & Johnson.

#### **NOTE TO INVESTORS**

Johnson & Johnson will conduct a conference call with financial analysts to discuss this news release today at 8:30 a.m., Eastern Time. A simultaneous webcast of the meeting 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, condensed consolidated statements of earnings, and sales of key products/franchises. Additional information on Johnson & Johnson, including a pharmaceutical pipeline of selected compounds in late stage development and medical devices and diagnostics pipeline of selected products, can be found on the Company's website at [www.jnj.com](http://www.jnj.com)

(This press release contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. 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 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, general industry conditions and competition; economic factors, such as interest rate and currency exchange rate fluctuations; technological advances, new products and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approvals; challenges to patents; significant adverse litigation or government action; impact of business combinations; financial distress and bankruptcies experienced by significant customers and suppliers; changes to governmental laws and regulations and domestic and foreign health care reforms; trends toward health care cost containment; increased scrutiny of the health care industry by government agencies; changes in behavior and spending patterns of purchasers of health care products and services; financial instability of international economies and sovereign risk; disruptions due to natural disasters; manufacturing difficulties or delays; and product efficacy or safety concerns resulting in product recalls or regulatory action. A further list and description of these risks, uncertainties and other factors can be found in Exhibit 99 of Johnson & Johnson's Annual Report on Form 10-K for the fiscal year ended January 1, 2012. Copies of this Form 10-K, as well as subsequent filings, are available online at [www.sec.gov](http://www.sec.gov), [www.investor.jnj.com](http://www.investor.jnj.com) or on request from Johnson & Johnson. Johnson & Johnson does not undertake to update any forward-looking statements as a result of new information or future events or developments.)

#### **Johnson & Johnson and Subsidiaries**

##### **Supplementary Sales Data**

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
	2012	2011	Total	Percent Change		2012	2011	Total	Percent Change	
				Operations	Currency				Operations	Currency
<b>Sales to customers by segment of business</b>										
<b>Consumer</b>										
U.S.	\$ 1,214	1,219	(0.4)	%	(0.4)	\$ 3,843	3,903	(1.5)	%	(1.5)
International	2,367	2,521	(6.1)	1.8	(7.9)	6,952	7,312	(4.9)	1.4	(6.3)
	<b>3,581</b>	<b>3,740</b>	<b>(4.3)</b>	<b>1.0</b>	<b>(5.3)</b>	<b>10,795</b>	<b>11,215</b>	<b>(3.7)</b>	<b>0.4</b>	<b>(4.1)</b>
<b>Pharmaceutical</b>										
U.S.	3,288	2,869	14.6	14.6	-	9,408	9,499	(1.0)	(1.0)	-
International	3,114	3,113	0.0	8.2	(8.2)	9,418	8,775	7.3	14.1	(6.8)
	<b>6,402</b>	<b>5,982</b>	<b>7.0</b>	<b>11.3</b>	<b>(4.3)</b>	<b>18,826</b>	<b>18,274</b>	<b>3.0</b>	<b>6.3</b>	<b>(3.3)</b>
<b>Med Devices &amp; Diagnostics</b>										
U.S.	3,289	2,780	18.3	18.3	-	9,119	8,521	7.0	7.0	-
International	3,780	3,503	7.9	14.4	(6.5)	10,926	10,765	1.5	6.2	(4.7)
	<b>7,069</b>	<b>6,283</b>	<b>12.5</b>	<b>16.1</b>	<b>(3.6)</b>	<b>20,045</b>	<b>19,286</b>	<b>3.9</b>	<b>6.5</b>	<b>(2.6)</b>
U.S.	<b>7,791</b>	<b>6,868</b>	<b>13.4</b>	<b>13.4</b>	<b>-</b>	<b>22,370</b>	<b>21,923</b>	<b>2.0</b>	<b>2.0</b>	<b>-</b>

International	9,261	9,137	1.4	8.9	(7.5)	27,296	26,852	1.7	7.5	(5.8)
Worldwide	\$ 17,052	16,005	6.5 %	10.8	(4.3)	\$ 49,666	48,775	1.8 %	5.0	(3.2)

### Johnson & Johnson and Subsidiaries

#### Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
	2012	2011	Total	Percent Change		2012	2011	Total	Percent Change	
Operations				Currency	Operations				Currency	
<b>Sales to customers by geographic area</b>										
U.S.	\$ 7,791	6,868	13.4 %	13.4	-	\$ 22,370	21,923	2.0 %	2.0	-
Europe	3,983	4,124	(3.4)	7.1	(10.5)	12,342	12,850	(4.0)	4.2	(8.2)
Western Hemisphere excluding U.S.	1,824	1,751	4.2	12.8	(8.6)	5,266	4,730	11.3	19.1	(7.8)
Asia-Pacific, Africa	3,454	3,262	5.9	9.0	(3.1)	9,688	9,272	4.5	6.1	(1.6)
International	9,261	9,137	1.4	8.9	(7.5)	27,296	26,852	1.7	7.5	(5.8)
Worldwide	\$ 17,052	16,005	6.5 %	10.8	(4.3)	\$ 49,666	48,775	1.8 %	5.0	(3.2)

### Johnson & Johnson and Subsidiaries

#### Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	THIRD QUARTER				
	2012		2011		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 17,052	100.0	\$ 16,005	100.0	6.5
Cost of products sold	5,597	32.8	5,072	31.7	10.4
Selling, marketing and administrative expenses	5,228	30.6	5,240	32.7	(0.2)
Research and development expense	1,923	11.3	1,773	11.1	8.5
In-process research and development	679	4.0	-	-	
Interest (income) expense, net	120	0.7	117	0.7	
Other (income) expense, net	(90)	(0.5)	(308)	(1.9)	
Earnings before provision for taxes on income	3,595	21.1	4,111	25.7	(12.6)
Provision for taxes on income	966	5.7	909	5.7	6.3
Net earnings	2,629	15.4	3,202	20.0	(17.9)
Add: Net loss attributable to noncontrolling interest	339	2.0	-	-	
Net earnings attributable to Johnson & Johnson	\$ 2,968	17.4	\$ 3,202	20.0	(7.3)
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 1.05		\$ 1.15		(8.7)
Average shares outstanding (Diluted)	2,818.1		2,778.2		
Effective tax rate	26.9 %		22.1 %		

Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)					
Earnings before provision for taxes on income	\$ 4,525	26.5	\$ 4,427	27.7	2.2
Net earnings attributable to Johnson & Johnson	\$ 3,521	20.6	\$ 3,443	21.5	2.3
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 1.25		\$ 1.24		0.8
Effective tax rate	22.2 %		22.2 %		

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

### Johnson & Johnson and Subsidiaries

#### Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	NINE MONTHS				
	2012		2011		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 49,666	100.0	\$ 48,775	100.0	1.8
Cost of products sold	15,655	31.5	15,022	30.8	4.2
Selling, marketing and administrative expenses	15,208	30.6	15,511	31.8	(2.0)
Research and development expense	5,334	10.7	5,393	11.0	(1.1)

In-process research and development	1,108	2.2	-	-	
Interest (income) expense, net	379	0.8	332	0.7	
Other (income) expense, net	1,307	2.7	(115)	(0.2)	
Restructuring expense	-	-	589	1.2	
Earnings before provision for taxes on income	10,675	21.5	12,043	24.7	(11.4)
Provision for taxes on income	2,728	5.5	2,589	5.3	5.4
Net earnings	7,947	16.0	9,454	19.4	(15.9)
Add: Net loss attributable to noncontrolling interest	339	0.7	-	-	
Net earnings attributable to Johnson & Johnson	\$ 8,286	16.7	\$ 9,454	19.4	(12.4)

Net earnings per share attributable to Johnson & Johnson (Diluted) \$ 2.96 \$ 3.40 (12.9)

Average shares outstanding (Diluted) 2,805.0 2,777.6

Effective tax rate 25.6 % 21.5 %

Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)					
Earnings before provision for taxes on income	\$ 14,099	28.4	\$ 13,696	28.1	2.9
Net earnings attributable to Johnson & Johnson	\$ 10,969	22.1	\$ 10,738	22.0	2.2
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 3.91		\$ 3.87		1.0
Effective tax rate	22.2 %		21.6 %		

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

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

(Dollars in Millions Except Per Share Data)	Third Quarter		% Incr. / (Decr.)	Nine Months YTD		% Incr. / (Decr.)
	2012	2011		2012	2011	
Earnings before provision for taxes on income - as reported	\$ 3,595	4,111	(12.6) %	\$ 10,675	\$ 12,043	(11.4) %
Intangible asset write-downs/adjustments	(30)	-		909	-	
Net litigation	-	-		669	576	
Synthes integration/transaction costs and currency related	165	(1) 316		622	214	
In-process research and development	679	-		1,108	-	
Restructuring - Cordis	-	-		-	676	
DePuy ASR™Hip related costs	116	-		116	187	
Earnings before provision for taxes on income - as adjusted	\$ 4,525	4,427	2.2 %	\$ 14,099	13,696	2.9 %
Net Earnings attributable to Johnson & Johnson - as reported	\$ 2,968	3,202	(7.3) %	\$ 8,286	9,454	(12.4) %
Intangible asset write-downs	(16)	-		701	-	
Net litigation	-	-		611	444	
Synthes integration/transaction costs and currency related	135	241		593	139	
In-process research and development	340	(2) -		684	-	
Restructuring - Cordis	-	-		-	549	
DePuy ASR™Hip related costs	94	-		94	152	
Net Earnings attributable to Johnson & Johnson - as adjusted	\$ 3,521	3,443	2.3 %	\$ 10,969	10,738	2.2 %
Diluted Net Earnings per share attributable to Johnson & Johnson - as reported	\$ 1.05	1.15	(8.7) %	\$ 2.96	3.40	(12.9) %
Intangible asset write-downs	(0.01)	-		0.25	-	
Net litigation	-	-		0.22	0.16	
Synthes integration/transaction costs and currency related	0.05	0.09		0.21	0.05	
In-process research and development	0.13	-		0.24	-	
Restructuring - Cordis	-	-		-	0.20	
DePuy ASR™Hip related costs	0.03	-		0.03	0.06	

(1) Represents inventory step-up recorded in cost of products sold

(2) In-process research and development of \$679M offset by \$339M reported as net loss attributable to noncontrolling interest

The Company believes investors gain additional perspective of underlying business trends and results by providing a measure of earnings before provision for taxes on income, net earnings and diluted net earnings per share that excludes special items in order to evaluate ongoing business operations.

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>CONSUMER SEGMENT<sup>(2)</sup></b>										
<b><u>BABY CARE</u></b>										
US	\$ 104	105	-1.0%	-1.0%	-	\$ 309	315	-1.9%	-1.9%	-
Intl	460	508	-9.4%	-2.1%	-7.3%	1,373	1,457	-5.8%	0.3%	-6.1%
WW	564	613	-8.0%	-1.9%	-6.1%	1,682	1,772	-5.1%	-0.1%	-5.0%
<b><u>ORAL CARE</u></b>										
US	162	162	0.0%	0.0%	-	476	483	-1.4%	-1.4%	-
Intl	251	260	-3.5%	4.7%	-8.2%	732	729	0.4%	7.1%	-6.7%
WW	413	422	-2.1%	3.0%	-5.1%	1,208	1,212	-0.3%	3.7%	-4.0%
<b><u>OTC/NUTRITIONALS</u></b>										
US	351	332	5.7%	5.7%	-	1,068	1,059	0.8%	0.8%	-
Intl	709	722	-1.8%	6.0%	-7.8%	2,128	2,207	-3.6%	2.5%	-6.1%
WW	1,060	1,054	0.6%	5.9%	-5.3%	3,196	3,266	-2.1%	2.0%	-4.1%
<b><u>SKIN CARE</u></b>										
US	390	376	3.7%	3.7%	-	1,314	1,251	5.0%	5.0%	-
Intl	514	567	-9.3%	-2.2%	-7.1%	1,410	1,520	-7.2%	-1.4%	-5.8%
WW	904	943	-4.1%	0.2%	-4.3%	2,724	2,771	-1.7%	1.5%	-3.2%
<b><u>WOMEN'S HEALTH</u></b>										
US	81	104	-22.1%	-22.1%	-	254	350	-27.4%	-27.4%	-
Intl	326	354	-7.9%	2.3%	-10.2%	964	1,044	-7.7%	0.2%	-7.9%
WW	407	458	-11.1%	-3.2%	-7.9%	1,218	1,394	-12.6%	-6.7%	-5.9%
<b><u>WOUND CARE/OTHER</u></b>										
US	126	140	-10.0%	-10.0%	-	422	445	-5.2%	-5.2%	-
Intl	107	110	-2.7%	4.5%	-7.2%	345	355	-2.8%	3.0%	-5.8%
WW	233	250	-6.8%	-3.6%	-3.2%	767	800	-4.1%	-1.5%	-2.6%
<b>TOTAL CONSUMER</b>										
US	1,214	1,219	-0.4%	-0.4%	-	3,843	3,903	-1.5%	-1.5%	-
Intl	2,367	2,521	-6.1%	1.8%	-7.9%	6,952	7,312	-4.9%	1.4%	-6.3%
WW	\$ 3,581	3,740	-4.3%	1.0%	-5.3%	\$ 10,795	11,215	-3.7%	0.4%	-4.1%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT<sup>(2) (4)</sup></b>										
<b><u>IMMUNOLOGY</u></b>										
US	\$ 1,600	1,390	15.1%	15.1%	-	\$ 4,524	4,350	4.0%	4.0%	-
Intl	484	377	28.4%	37.1%	-8.7%	1,374	652	*	*	-5.7%
WW	2,084	1,767	17.9%	19.8%	-1.9%	5,898	5,002	17.9%	19.2%	-1.3%
<b><u>REMICADE</u></b>										
US	940	876	7.3%	7.3%	-	2,712	2,500	8.5%	8.5%	-
US Exports <sup>(3)</sup>	379	343	10.5%	10.5%	-	1,123	1,360	-17.4%	-17.4%	-
Intl	272	189	43.9%	53.2%	-9.3%	800	204	*	*	-5.7%
WW	1,591	1,408	13.0%	14.3%	-1.3%	4,635	4,064	14.1%	15.1%	-1.0%
<b><u>SIMPONI</u></b>										
US	93	59	57.6%	57.6%	-	220	173	27.2%	27.2%	-
Intl	92	70	31.4%	39.7%	-8.3%	206	118	74.6%	83.0%	-8.4%
WW	185	129	43.4%	47.9%	-4.5%	426	291	46.4%	49.8%	-3.4%
<b><u>STELARA</u></b>										
US	188	112	67.9%	67.9%	-	469	317	47.9%	47.9%	-
Intl	99	77	28.6%	39.5%	-10.9%	287	214	34.1%	43.3%	-9.2%
WW	287	189	51.9%	56.4%	-4.5%	756	531	42.4%	46.1%	-3.7%
<b><u>OTHER IMMUNOLOGY</u></b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	21	41	-48.8%	-46.6%	-2.2%	81	116	-30.2%	-27.2%	-3.0%

WW	21	41	-48.8%	-46.6%	-2.2%	81	116	-30.2%	-27.2%	-3.0%
<b>INFECTIOUS DISEASES</b>										
US	259	216	19.9%	19.9%	-	738	1,191	-38.0%	-38.0%	-
Intl	536	498	7.6%	18.0%	-10.4%	1,600	1,282	24.8%	34.1%	-9.3%
WW	795	714	11.3%	18.6%	-7.3%	2,338	2,473	-5.5%	-0.7%	-4.8%
<b>INTELENCE</b>										
US	45	42	7.1%	7.1%	-	130	118	10.2%	10.2%	-
Intl	49	41	19.5%	32.1%	-12.6%	135	113	19.5%	29.2%	-9.7%
WW	94	83	13.3%	19.5%	-6.2%	265	231	14.7%	19.4%	-4.7%
<b>LEVAQUIN/FLOXIN</b>										
US	10	14	-28.6%	-28.6%	-	35	585	-94.0%	-94.0%	-
Intl	10	11	-9.1%	-4.8%	-4.3%	30	33	-9.1%	-4.2%	-4.9%
WW	20	25	-20.0%	-18.1%	-1.9%	65	618	-89.5%	-89.2%	-0.3%
<b>PREZISTA</b>										
US	181	132	37.1%	37.1%	-	507	386	31.3%	31.3%	-
Intl	183	184	-0.5%	9.9%	-10.4%	554	509	8.8%	17.7%	-8.9%
WW	364	316	15.2%	21.3%	-6.1%	1,061	895	18.5%	23.5%	-5.0%
<b>OTHER INFECTIOUS DISEASES</b>										
US	23	28	-17.9%	-17.9%	-	66	102	-35.3%	-35.3%	-
Intl	294	262	12.2%	22.6%	-10.4%	881	627	40.5%	50.4%	-9.9%
WW	317	290	9.3%	18.7%	-9.4%	947	729	29.9%	38.4%	-8.5%

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

	THIRD QUARTER					NINE MONTHS					
	2012	2011	% Change			2012	2011	% Change			
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>NEUROSCIENCE</b>											
US	678	634	6.9%	6.9%	-	2,010	2,006	0.2%	0.2%	-	
Intl	990	1,050	-5.7%	1.2%	-6.9%	3,019	3,203	-5.7%	-0.4%	-5.3%	
WW	1,668	1,684	-1.0%	3.3%	-4.3%	5,029	5,209	-3.5%	-0.2%	-3.3%	
<b>CONCERTA/METHYLPHENIDATE</b>											
US	150	179	-16.2%	-16.2%	-	493	667	-26.1%	-26.1%	-	
Intl	104	104	0.0%	6.8%	-6.8%	337	327	3.1%	9.1%	-6.0%	
WW	254	283	-10.2%	-7.7%	-2.5%	830	994	-16.5%	-14.5%	-2.0%	
<b>INVEGA</b>											
US	78	74	5.4%	5.4%	-	223	219	1.8%	1.8%	-	
Intl	62	52	19.2%	26.9%	-7.7%	180	155	16.1%	21.5%	-5.4%	
WW	140	126	11.1%	14.3%	-3.2%	403	374	7.8%	10.0%	-2.2%	
<b>INVEGA SUSTENNA/ XEPLION</b>											
US	130	85	52.9%	52.9%	-	350	220	59.1%	59.1%	-	
Intl	82	16	*	*	-8.7%	218	23	*	*	-7.1%	
WW	212	101	*	*	-3.4%	568	243	*	*	-2.7%	
<b>RISPERDAL CONSTA</b>											
US	113	111	1.8%	1.8%	-	336	335	0.3%	0.3%	-	
Intl	238	279	-14.7%	-7.2%	-7.5%	731	863	-15.3%	-9.4%	-5.9%	
WW	351	390	-10.0%	-4.6%	-5.4%	1,067	1,198	-10.9%	-6.7%	-4.2%	
<b>OTHER NEUROSCIENCE</b>											
US	207	185	11.9%	11.9%	-	608	565	7.6%	7.6%	-	
Intl	504	599	-15.9%	-10.3%	-5.6%	1,553	1,835	-15.4%	-11.3%	-4.1%	
WW	711	784	-9.3%	-5.0%	-4.3%	2,161	2,400	-10.0%	-6.9%	-3.1%	
<b>ONCOLOGY</b>											
US	145	79	83.5%	83.5%	-	371	236	57.2%	57.2%	-	
Intl	483	415	16.4%	27.3%	-10.9%	1,439	1,249	15.2%	23.6%	-8.4%	
WW	628	494	27.1%	36.2%	-9.1%	1,810	1,485	21.9%	29.0%	-7.1%	
<b>DOXIL/CAELYX</b>											
US	9	10	-10.0%	-10.0%	-	22	130	-83.1%	-83.1%	-	
Intl	7	76	-90.8%	-89.6%	-1.2%	31	233	-86.7%	-85.4%	-1.3%	
WW	16	86	-81.4%	-80.4%	-1.0%	53	363	-85.4%	-84.6%	-0.8%	
<b>VELCADE</b>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	327	295	10.8%	20.7%	-9.9%	998	922	8.2%	15.7%	-7.5%	
WW	327	295	10.8%	20.7%	-9.9%	998	922	8.2%	15.7%	-7.5%	
<b>ZYTIGA</b>											
US	136	69	97.1%	97.1%	-	349	106	*	*	-	
Intl	129	26	*	*	-10.7%	348	43	*	*	-8.5%	
WW	265	95	*	*	-5.2%	697	149	*	*	-4.2%	
<b>OTHER ONCOLOGY</b>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	20	18	11.1%	18.8%	-7.7%	62	51	21.6%	28.1%	-6.5%	
WW	20	18	11.1%	18.8%	-7.7%	62	51	21.6%	28.1%	-6.5%	

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

	THIRD QUARTER					NINE MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency

<b>TOTAL OTHER</b>										
US	606	550	10.2%	10.2%	-	1,765	1,716	2.9%	2.9%	-
Intl	621	773	-19.7%	-12.8%	-6.9%	1,986	2,389	-16.9%	-11.6%	-5.3%
WW	1,227	1,323	-7.3%	-3.3%	-4.0%	3,751	4,105	-8.6%	-5.5%	-3.1%
<b>ACIPHEX/PARIET</b>										
US	80	94	-14.9%	-14.9%	-	280	304	-7.9%	-7.9%	-
Intl	115	141	-18.4%	-9.2%	-9.2%	369	417	-11.5%	-4.1%	-7.4%
WW	195	235	-17.0%	-11.5%	-5.5%	649	721	-10.0%	-5.7%	-4.3%
<b>PROCRIT/EPREX</b>										
US	198	176	12.5%	12.5%	-	634	623	1.8%	1.8%	-
Intl	161	207	-22.2%	-14.6%	-7.6%	502	632	-20.6%	-14.5%	-6.1%
WW	359	383	-6.3%	-2.2%	-4.1%	1,136	1,255	-9.5%	-6.4%	-3.1%
<b>OTHER</b>										
US	328	280	17.1%	17.1%	-	851	789	7.9%	7.9%	-
Intl	345	425	-18.8%	-13.1%	-5.7%	1,115	1,340	-16.8%	-12.5%	-4.3%
WW	673	705	-4.5%	-1.1%	-3.4%	1,966	2,129	-7.7%	-5.0%	-2.7%
<b>TOTAL PHARMACEUTICAL</b>										
US	3,288	2,869	14.6%	14.6%	-	9,408	9,499	-1.0%	-1.0%	-
Intl	3,114	3,113	0.0%	8.2%	-8.2%	9,418	8,775	7.3%	14.1%	-6.8%
WW	\$ 6,402	5,982	7.0%	11.3%	-4.3%	\$ 18,826	18,274	3.0%	6.3%	-3.3%

See footnotes at end of schedule

	<b>REPORTED SALES vs. PRIOR PERIOD (\$MM)</b>									
	<b>THIRD QUARTER</b>					<b>NINE MONTHS</b>				
	2012	2011	% Change			2012	2011	% Change		
		Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>MEDICAL DEVICES AND DIAGNOSTICS (2)(4)</b>										
<b>CARDIOVASCULAR CARE</b>										
US	\$ 195	198	-1.5%	-1.5%	-	\$ 566	650	-12.9%	-12.9%	-
Intl	298	328	-9.1%	-3.3%	-5.8%	913	1,098	-16.8%	-13.0%	-3.8%
WW	493	526	-6.3%	-2.7%	-3.6%	1,479	1,748	-15.4%	-13.0%	-2.4%
<b>DIABETES CARE</b>										
US	328	338	-3.0%	-3.0%	-	1,017	982	3.6%	3.6%	-
Intl	301	326	-7.7%	0.8%	-8.5%	955	1,000	-4.5%	1.9%	-6.4%
WW	629	664	-5.3%	-1.1%	-4.2%	1,972	1,982	-0.5%	2.8%	-3.3%
<b>DIAGNOSTICS</b>										
US	256	265	-3.4%	-3.4%	-	767	811	-5.4%	-5.4%	-
Intl	257	274	-6.2%	-0.5%	-5.7%	772	799	-3.4%	0.9%	-4.3%
WW	513	539	-4.8%	-1.9%	-2.9%	1,539	1,610	-4.4%	-2.3%	-2.1%
<b>INFECTION PREVENTION/OTHER</b>										
US	98	90	8.9%	8.9%	-	313	283	10.6%	10.6%	-
Intl	134	130	3.1%	9.0%	-5.9%	393	385	2.1%	6.2%	-4.1%
WW	232	220	5.5%	9.0%	-3.5%	706	668	5.7%	8.1%	-2.4%
<b>ORTHOPAEDICS</b>										
US	1,242	737	68.5%	68.5%	-	2,898	2,318	25.0%	25.0%	-
Intl	1,048	647	62.0%	68.7%	-6.7%	2,513	2,038	23.3%	28.3%	-5.0%
WW	2,290	1,384	65.5%	68.6%	-3.1%	5,411	4,356	24.2%	26.5%	-2.3%
<b>SPECIALTY SURGERY</b>										
US	308	292	5.5%	5.5%	-	971	899	8.0%	8.0%	-
Intl	289	284	1.8%	9.1%	-7.3%	900	874	3.0%	8.7%	-5.7%
WW	597	576	3.6%	7.2%	-3.6%	1,871	1,773	5.5%	8.3%	-2.8%
<b>SURGICAL CARE <sup>(5)</sup></b>										
US	602	609	-1.1%	-1.1%	-	1,797	1,826	-1.6%	-1.6%	-
Intl	949	1,013	-6.3%	0.9%	-7.2%	3,019	3,117	-3.1%	2.2%	-5.3%
WW	1,551	1,622	-4.4%	0.1%	-4.5%	4,816	4,943	-2.6%	0.8%	-3.4%
<b>VISION CARE</b>										
US	260	251	3.6%	3.6%	-	790	752	5.1%	5.1%	-
Intl	504	501	0.6%	4.8%	-4.2%	1,461	1,454	0.5%	2.9%	-2.4%
WW	764	752	1.6%	4.4%	-2.8%	2,251	2,206	2.0%	3.6%	-1.6%
<b>TOTAL MEDICAL DEVICES AND DIAGNOSTICS</b>										
US	3,289	2,780	18.3%	18.3%	-	9,119	8,521	7.0%	7.0%	-
Intl	3,780	3,503	7.9%	14.4%	-6.5%	10,926	10,765	1.5%	6.2%	-4.7%
WW	\$ 7,069	6,283	12.5%	16.1%	-3.6%	\$ 20,045	19,286	3.9%	6.5%	-2.6%

\* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Reported as U.S. sales

(4) Prior year amounts have been reclassified to conform to current year product disclosure

(5) Previously referred to as General Surgery

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