



## Johnson & Johnson Reports 2011 Fourth-Quarter and Full-Year Results:

**2011 Fourth-Quarter Sales of \$16.3 Billion Increased 3.9%; EPS was \$0.08**

**2011 Full-Year Sales of \$65.0 Billion Increased 5.6%; Full-Year EPS was \$3.49**

**Excluding Special Items, 2011 Fourth-Quarter EPS was \$1.13, an Increase of 9.7%\*  
And 2011 Full-Year EPS was \$5.00, an Increase of 5.0%\***

NEW BRUNSWICK, N.J., Jan. 24, 2012 /PRNewswire-FirstCall/ -- Johnson & Johnson today announced sales of \$16.3 billion for the fourth quarter of 2011, an increase of 3.9% as compared to the fourth quarter of 2010. Operational sales increased 4.0% and the negative impact of currency was 0.1%. Domestic sales declined 3.4%, while international sales increased 10.2%, reflecting an operational increase of 10.4% and a negative currency impact of 0.2%. Worldwide sales for the full-year 2011 were \$65.0 billion, an increase of 5.6% versus 2010. Operational sales increased 2.8% and the positive impact of currency was 2.8%. Domestic sales declined 1.8%, while international sales increased 12.4%, reflecting operational growth of 7.0% and a positive currency impact of 5.4%.

Net earnings and diluted earnings per share for the fourth quarter of 2011 were \$0.2 billion and \$0.08, respectively. Fourth-quarter 2011 net earnings reflect after-tax charges of \$2.9 billion, which include product liability expenses, the net impact of litigation settlements, costs associated with the DePuy ASR™ Hip recall program, and an adjustment to the value of a currency option and costs related to the planned acquisition of Synthes, Inc. Fourth-quarter 2010 net earnings included after-tax charges of \$922 million representing product liability expenses, the net impact of litigation settlements, and costs associated with the DePuy ASR™ Hip recall program. Excluding these special items for both periods, net earnings for the current quarter were \$3.1 billion and diluted earnings per share were \$1.13, representing increases of 9.3% and 9.7%, respectively, as compared to the same period in 2010.\*

Net earnings and diluted earnings per share for the full-year 2011 were \$9.7 billion and \$3.49, respectively. Full-year 2011 net earnings reflect after-tax charges of \$4.2 billion, which include product liability expenses, the net impact of litigation settlements, a previously announced restructuring charge by Cordis Corporation, costs associated with the DePuy ASR™ Hip recall program, and an adjustment to the value of a currency option and costs related to the planned acquisition of Synthes, Inc. Full-year 2010 net earnings included a net after-tax gain of \$55 million representing product liability expenses, the net impact of litigation settlements, and costs associated with the DePuy ASR™ Hip recall program. Excluding these special items in both periods, net earnings for the full-year 2011 were \$13.9 billion and diluted earnings per share were \$5.00, representing increases of 4.4% and 5.0%, respectively, as compared with the full year of 2010.\*

The Company announced earnings guidance for full-year 2012 of \$5.05 to \$5.15 per share, which excludes the impact of special items. This guidance reflects operational growth of approximately 3.5% to 5.5% partially offset by an estimated negative impact of currency of approximately 2.5%.

"We delivered solid results for 2011, built on the strong growth of our recently launched pharmaceutical products, and continued the steady momentum of new product approvals across all our businesses," said William C. Weldon, Chairman and Chief Executive Officer. "Our talented people are focused on bringing meaningful innovations to patients and customers to address significant unmet needs, positioning us well to deliver sustainable leadership and profitable growth in health care."

Worldwide Consumer sales of \$14.9 billion for the full-year 2011 represented an increase of 2.0% over the prior year, consisting of an operational decline of 0.7% and a positive impact from currency of 2.7%. Domestic sales decreased 6.7%; international sales increased 7.3%, which reflected an operational increase of 2.9% and a positive currency impact of 4.4%.

Sales in U.S. over-the-counter medicines were significantly impacted by the suspension of manufacturing at the McNeil Consumer Healthcare facility in Fort Washington, Pa., as well as the impact on production volumes related to ongoing efforts to enhance quality and manufacturing systems. Positive contributors to operational results were international sales of over-the-counter medicines; NEUTROGENA® skin care products; baby care products; and LISTERINE® antiseptic mouthrinse.

Worldwide Pharmaceutical sales of \$24.4 billion for the full-year 2011 represented an increase of 8.8% versus the prior year with an operational increase of 6.2% and a positive impact from currency of 2.6%. Domestic sales decreased 1.1%; international sales increased 21.3%, which reflected an operational increase of 15.5% and a positive currency impact of 5.8%.

Sales results in the U.S. were negatively impacted by generic competition for LEVAQUIN® (levofloxacin), a treatment for bacterial infections, which was offset by the strong performance of recently launched products.

The strong performance of recently launched products include STELARA® (ustekinumab), a biologic approved for the treatment of moderate to severe plaque psoriasis; ZYTIGA® (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone or prednisolone, for the treatment of men with metastatic, castration-resistant prostate cancer; INVEGA® SUSTENNA® (paliperidone palmitate) a once-monthly, long-acting, injectable atypical antipsychotic for the acute and maintenance treatment of schizophrenia in adults; and SIMPONI® (golimumab), a biologic approved to treat adults with moderate to severe rheumatoid arthritis, psoriatic arthritis, and ankylosing spondylitis.

Also contributing to operational sales growth were strong results for REMICADE® (infliximab), a biologic approved for the treatment of a number of immune-mediated, inflammatory diseases, including incremental sales from the amended distribution agreement with Merck; recently acquired vaccines, proteins and antibodies from Crucell that prevent and/or treat infectious diseases; PREZISTA® (darunavir), a treatment for HIV; and VELCADE® (bortezomib), a treatment for multiple myeloma.

During the quarter, the U.S. Food and Drug Administration (FDA) approved an additional indication for XARELTO® (rivaroxaban) to reduce the

risk of stroke and systemic embolism in patients with nonvalvular atrial fibrillation. In addition, the European Commission granted marketing authorization for EDURANT® (rilpivirine) as a once daily treatment, in combination with other antiretroviral agents (ARVs), for the treatment of human immunodeficiency virus type 1 (HIV-1) infection in ARV treatment-naive adult patients with a viral load  $\leq$ 100,000 HIV-1 RNA copies/mL.

Also during the quarter, supplemental New Drug Applications were submitted to the FDA seeking approval for the use of XARELTO® (rivaroxaban), an oral anticoagulant, to reduce the risk of thrombotic cardiovascular events in patients with Acute Coronary Syndrome, and for NUCYNTA® ER (tapentadol) extended-release tablets, an oral analgesic, for the management of neuropathic pain associated with diabetic peripheral neuropathy in adults. The Company also announced an agreement with Pharmacyclics, Inc. to jointly develop and market the BTK Inhibitor, PCI-32765, for the treatment of cancer.

Worldwide Medical Devices and Diagnostics sales of \$25.8 billion for the full-year 2011 represented an increase of 4.8% versus the prior year with an operational increase of 1.7% and a positive impact from currency of 3.1%. Domestic sales decreased 0.4%; international sales increased 9.2%, which reflected an operational increase of 3.4% and a positive currency impact of 5.8%.

Primary contributors to operational growth included Ethicon's surgical care products; Ethicon Endo-Surgery's Advanced Sterilization Products and international sales of minimally invasive products; Diabetes Care's blood glucose monitoring and insulin delivery products; Biosense Webster's electrophysiology business; and Vistakon's disposable contact lenses. This growth was partially offset by lower sales in the Cardiovascular Care business, reflecting continued market and competitive pressures. As the Company previously announced, we have now exited the drug eluting stent market.

During the quarter, the FDA approved the new ThermoCool® SF irrigated ablation catheter for use in atrial fibrillation and cleared the ENSEAL® G2 Curved and Straight Tissue Sealers to expand surgeons' options for achieving strong vessel seals in both open and minimally invasive surgery. Ethicon Endo-Surgery, Inc. also completed its acquisition of SterilMed, Inc., a leader in the reprocessing and remanufacturing of single-use medical devices in the United States.

## 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 118,000 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).

## NOTE TO INVESTORS

Johnson & Johnson will conduct a meeting with members of the investment community 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, a condensed consolidated statement 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 investor 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 and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approvals; domestic and foreign health care reforms and governmental laws and regulations; trends toward health care cost containment; and increased scrutiny of the healthcare industry by government agencies. 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 2, 2011. Copies of this Form 10-K, as well as subsequent 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. 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)

FOURTH QUARTER					TWELVE MONTHS				
				Percent Change					Percent Change
2011	2010	Total	Operations	Currency	2011	2010	Total	Operations	Currency

Sales to  
customers by  
segment of  
business

Consumer												
U.S.	\$ 1,248	1,219	2.4	%	2.4	-	\$ 5,151	5,519	(6.7)	%	(6.7)	-
International	2,420	2,391	1.2		2.8	(1.6)	9,732	9,071	7.3		2.9	4.4
	3,668	3,610	1.6		2.7	(1.1)	14,883	14,590	2.0		(0.7)	2.7
Pharmaceutical												
U.S.	2,887	3,149	(8.3)		(8.3)	-	12,386	12,519	(1.1)		(1.1)	-
International	3,207	2,561	25.2		25.0	0.2	11,982	9,877	21.3		15.5	5.8
	6,094	5,710	6.7		6.6	0.1	24,368	22,396	8.8		6.2	2.6
Med Devices & Diagnostics												
U.S.	2,850	2,861	(0.4)		(0.4)	-	11,371	11,412	(0.4)		(0.4)	-
International	3,643	3,463	5.2		4.6	0.6	14,408	13,189	9.2		3.4	5.8
	6,493	6,324	2.7		2.4	0.3	25,779	24,601	4.8		1.7	3.1
U.S.	6,985	7,229	(3.4)		(3.4)	-	28,908	29,450	(1.8)		(1.8)	-
International	9,270	8,415	10.2		10.4	(0.2)	36,122	32,137	12.4		7.0	5.4
Worldwide	\$ 16,255	15,644	3.9	%	4.0	(0.1)	\$ 65,030	61,587	5.6	%	2.8	2.8

### Johnson & Johnson and Subsidiaries

#### Supplementary Sales Data

(Unaudited; Dollars in Millions)

	FOURTH QUARTER						TWELVE MONTHS					
	2011	2010	Total	Percent Change		Currency	2011	2010	Total	Percent Change		Currency
				Operations	Currency					Operations	Currency	
<b>Sales to customers by geographic area</b>												
U.S.	\$ 6,985	7,229	(3.4)	%	(3.4)	-	\$ 28,908	29,450	(1.8)	%	(1.8)	-
Europe	4,279	3,947	8.4		9.4	(1.0)	17,129	15,510	10.4		5.3	5.1
Western Hemisphere excluding U.S.	1,688	1,471	14.8		17.8	(3.0)	6,418	5,550	15.6		12.2	3.4
Asia-Pacific, Africa	3,303	2,997	10.2		7.9	2.3	12,575	11,077	13.5		6.6	6.9
International	9,270	8,415	10.2		10.4	(0.2)	36,122	32,137	12.4		7.0	5.4
Worldwide	\$ 16,255	15,644	3.9	%	4.0	(0.1)	\$ 65,030	61,587	5.6	%	2.8	2.8

### Johnson & Johnson and Subsidiaries

#### Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

	FOURTH QUARTER						
	2011		2010		Percent Increase (Decrease)		
	Amount	Percent to Sales	Amount	Percent to Sales			
<b>Sales to customers</b>	\$ 16,255	100.0	\$ 15,644	100.0	3.9		
Cost of products sold	5,338	32.8	5,040	32.2	5.9		
Selling, marketing and administrative expenses	5,458	33.6	5,180	33.1	5.4		
Research and development expense	2,155	13.3	1,982	12.7	8.7		
Interest (income)expense, net	148	0.9	114	0.7			
Other (income)expense, net	2,858	17.6	1,100	7.1			
Restructuring (income)expense, net	(20)	(0.1)	-	-			
Earnings before provision for taxes on income	318	1.9	2,228	14.2	(85.7)		
Provision for taxes on income	100	0.6	286	1.8	(65.0)		
<b>Net earnings</b>	\$ 218	1.3	\$ 1,942	12.4	(88.8)		
<b>Net earnings per share (Diluted)</b>	\$ 0.08		\$ 0.70		(88.6)		
<b>Average shares outstanding (Diluted)</b>	2,768.9		2,781.6				
<b>Effective tax rate</b>	31.4	%	12.8	%			
<b>Adjusted earnings before provision for taxes and net earnings</b>							
Earnings before provision for taxes on income	\$ 3,657	(1)	22.5	\$ 3,451	(1)	22.1	6.0
Net earnings	\$ 3,129	(1)	19.2	\$ 2,864	(1)	18.3	9.3
Net earnings per share (Diluted)	\$ 1.13	(1)		\$ 1.03	(1)		9.7
Effective tax rate	14.4%			17.0%			

(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**

	2011		2010		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
<b>Sales to customers</b>	<b>\$ 65,030</b>	<b>100.0</b>	<b>\$ 61,587</b>	<b>100.0</b>	<b>5.6</b>
Cost of products sold	20,360	31.3	18,792	30.5	8.3
Selling, marketing and administrative expenses	20,969	32.3	19,424	31.5	8.0
Research and development expense	7,548	11.6	6,844	11.1	10.3
Interest (income)expense, net	480	0.7	348	0.6	
Other (income)expense, net	2,743	4.2	(768)	(1.2)	
Restructuring (income)expense, net	569	0.9	-	-	
Earnings before provision for taxes on income	12,361	19.0	16,947	27.5	(27.1)
Provision for taxes on income	2,689	4.1	3,613	5.8	(25.6)
<b>Net earnings</b>	<b>\$ 9,672</b>	<b>14.9</b>	<b>\$ 13,334</b>	<b>21.7</b>	<b>(27.5)</b>

**Net earnings per share (Diluted)**                                     **\$ 3.49**                                     **\$ 4.78**                                     (27.0)

**Average shares outstanding (Diluted)**                                     **2,775.3**                                     **2,788.8**
**Effective tax rate**                                     **21.8 %**                                     **21.3 %**

<b>Adjusted earnings before provision for taxes and net earnings</b>							
Earnings before provision for taxes on income	\$ 17,353	(1)	26.7	\$ 16,830	(1)	27.3	3.1
<b>Net earnings</b>	<b>\$ 13,867</b>	<b>(1)</b>	<b>21.3</b>	<b>\$ 13,279</b>	<b>(1)</b>	<b>21.6</b>	<b>4.4</b>
<b>Net earnings per share (Diluted)</b>	<b>\$ 5.00</b>	<b>(1)</b>		<b>\$ 4.76</b>	<b>(1)</b>		<b>5.0</b>
<b>Effective tax rate</b>	<b>20.1%</b>			<b>21.1%</b>			

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

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

	<b>FOURTH QUARTER</b>					<b>TWELVE MONTHS</b>				
	<u>2011</u>	<u>2010</u>	<b>% Change</b>			<u>2011</u>	<u>2010</u>	<b>% Change</b>		
			<b>Reported</b>	<b>Operational <sup>(1)</sup></b>	<b>Currency</b>			<b>Reported</b>	<b>Operational <sup>(1)</sup></b>	<b>Currency</b>
<b><u>CONSUMER SEGMENT <sup>(2)</sup></u></b>										
<u>BABY CARE</u>										
US	103	103	0.0%	0.0%	-	418	409	2.2%	2.2%	-
Intl	465	474	-1.9%	0.7%	-2.6%	1,922	1,800	6.8%	3.4%	3.4%
WW	568	577	-1.6%	0.6%	-2.2%	2,340	2,209	5.9%	3.2%	2.7%
<u>ORAL CARE</u>										
US	173	149	16.1%	16.1%	-	656	635	3.3%	3.3%	-
Intl	239	240	-0.4%	1.4%	-1.8%	968	891	8.6%	3.9%	4.7%
WW	412	389	5.9%	7.0%	-1.1%	1,624	1,526	6.4%	3.6%	2.8%
<u>OTC/NUTRITIONALS</u>										
US	370	381	-2.9%	-2.9%	-	1,429	1,853	-22.9%	-22.9%	-
Intl	766	711	7.7%	8.7%	-1.0%	2,973	2,696	10.3%	5.2%	5.1%
WW	1,136	1,092	4.0%	4.6%	-0.6%	4,402	4,549	-3.2%	-6.2%	3.0%
<u>SKIN CARE</u>										
US	403	352	14.5%	14.5%	-	1,654	1,537	7.6%	7.6%	-
Intl	541	537	0.7%	1.3%	-0.6%	2,061	1,915	7.6%	3.0%	4.6%
WW	944	889	6.2%	6.6%	-0.4%	3,715	3,452	7.6%	5.0%	2.6%
<u>WOMEN'S HEALTH</u>										
US	89	118	-24.6%	-24.6%	-	439	522	-15.9%	-15.9%	-
Intl	309	332	-6.9%	-4.0%	-2.9%	1,353	1,322	2.3%	-1.5%	3.8%
WW	398	450	-11.6%	-9.5%	-2.1%	1,792	1,844	-2.8%	-5.5%	2.7%
<u>WOUND CARE/OTHER</u>										
US	110	116	-5.2%	-5.2%	-	555	563	-1.4%	-1.4%	-
Intl	100	97	3.1%	6.2%	-3.1%	455	447	1.8%	-3.3%	5.1%
WW	210	213	-1.4%	-0.5%	-0.9%	1,010	1,010	0.0%	-2.3%	2.3%
<b><u>TOTAL CONSUMER</u></b>										
US	1,248	1,219	2.4%	2.4%	-	5,151	5,519	-6.7%	-6.7%	-
Intl	2,420	2,391	1.2%	2.8%	-1.6%	9,732	9,071	7.3%	2.9%	4.4%
WW	3,668	3,610	1.6%	2.7%	-1.1%	14,883	14,590	2.0%	-0.7%	2.7%

See footnotes at end of schedule

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

	FOURTH QUARTER					TWELVE MONTHS				
	2011	2010	% Change			2011	2010	% Change		
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency
<b>PHARMACEUTICAL SEGMENT <sup>(2) (4)</sup></b>										
<u>ACIPHEX/PARIET</u>										
US	110	119	-7.6%	-7.6%	-	414	475	-12.8%	-12.8%	-
Intl	144	133	8.3%	8.7%	-0.4%	561	531	5.6%	0.0%	5.6%
WW	254	252	0.8%	1.0%	-0.2%	975	1,006	-3.1%	-6.1%	3.0%
<u>CONCERTA/METHYLPHENIDATE</u>										
US	155	261	-40.6%	-40.6%	-	822	929	-11.5%	-11.5%	-
Intl	119	107	11.2%	11.6%	-0.4%	446	390	14.4%	8.7%	5.7%
WW	274	368	-25.5%	-25.4%	-0.1%	1,268	1,319	-3.9%	-5.6%	1.7%
<u>DOXIL/CAELYX</u>										
US	10	55	-81.8%	-81.8%	-	140	280	-50.0%	-50.0%	-
Intl	29	12	*	*	-10.3%	262	40	*	*	5.3%
WW	39	67	-41.8%	-34.1%	-7.7%	402	320	25.6%	22.1%	3.5%
<u>DURAGESIC/FENTANYL TRANSDERMAL</u>										
US	21	45	-53.3%	-53.3%	-	90	162	-44.4%	-44.4%	-
Intl	119	151	-21.2%	-21.9%	0.7%	499	586	-14.8%	-20.1%	5.3%
WW	140	196	-28.6%	-29.1%	0.5%	589	748	-21.3%	-25.5%	4.2%
<u>LEVAQUIN/FLOXIN</u>										
US	(6)	386	*	*	-	579	1,312	-55.9%	-55.9%	-
Intl	11	14	-21.4%	-17.7%	-3.7%	44	45	-2.2%	-3.7%	1.5%
WW	5	400	-98.8%	-98.7%	-0.1%	623	1,357	-54.1%	-54.2%	0.1%
<u>PREZISTA</u>										
US	143	111	28.8%	28.8%	-	529	401	31.9%	31.9%	-
Intl	173	125	38.4%	39.0%	-0.6%	682	456	49.6%	44.8%	4.8%
WW	316	236	33.9%	34.2%	-0.3%	1,211	857	41.3%	38.6%	2.7%
<u>PROCRIT/EPREX</u>										
US	191	270	-29.3%	-29.3%	-	814	1,070	-23.9%	-23.9%	-
Intl	177	209	-15.3%	-13.7%	-1.6%	809	864	-6.4%	-10.8%	4.4%
WW	368	479	-23.2%	-22.6%	-0.6%	1,623	1,934	-16.1%	-18.0%	1.9%
<u>REMICADE</u>										
US	776	679	14.3%	14.3%	-	3,276	3,099	5.7%	5.7%	-
US Exports <sup>(3)</sup>	437	381	14.7%	14.7%	-	1,797	1,487	20.8%	20.8%	-
Intl	215	5	*	*	2.3%	419	24	*	*	4.8%
WW	1,428	1,065	34.1%	33.6%	0.5%	5,492	4,610	19.1%	18.7%	0.4%
<u>RISPERDAL/RISPERIDONE</u>										
US	7	2	*	*	-	34	(12)	*	*	-
Intl	141	149	-5.4%	-7.9%	2.5%	508	539	-5.8%	-11.6%	5.8%
WW	148	151	-2.0%	-4.4%	2.4%	542	527	2.8%	-3.1%	5.9%
<u>RISPERDAL CONSTA</u>										
US	108	105	2.9%	2.9%	-	443	445	-0.4%	-0.4%	-
Intl	277	283	-2.1%	-1.3%	-0.8%	1,140	1,055	8.1%	2.7%	5.4%
WW	385	388	-0.8%	-0.2%	-0.6%	1,583	1,500	5.5%	1.7%	3.8%
<u>TOPAMAX</u>										
US	40	37	8.1%	8.1%	-	176	199	-11.6%	-11.6%	-
Intl	81	84	-3.6%	-2.6%	-1.0%	312	339	-8.0%	-11.9%	3.9%
WW	121	121	0.0%	0.7%	-0.7%	488	538	-9.3%	-11.8%	2.5%
<u>VELCADE</u>										
US	-	-	-	-	-	-	-	-	-	-
Intl	352	287	22.6%	22.4%	0.2%	1,274	1,080	18.0%	12.7%	5.3%
WW	352	287	22.6%	22.4%	0.2%	1,274	1,080	18.0%	12.7%	5.3%
<u>OTHER</u>										
US	895	698	28.2%	28.2%	-	3,272	2,672	22.5%	22.5%	-
Intl	1,369	1,002	36.6%	36.0%	0.6%	5,026	3,928	28.0%	22.2%	5.8%
WW	2,264	1,700	33.2%	32.8%	0.4%	8,298	6,600	25.7%	22.2%	3.5%
<u>TOTAL PHARMACEUTICAL</u>										
US	2,887	3,149	-8.3%	-8.3%	-	12,386	12,519	-1.1%	-1.1%	-
Intl	3,207	2,561	25.2%	25.0%	0.2%	11,982	9,877	21.3%	15.5%	5.8%
WW	6,094	5,710	6.7%	6.6%	0.1%	24,368	22,396	8.8%	6.2%	2.6%

See footnotes at end of schedule

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

	FOURTH QUARTER			TWELVE MONTHS		
	2011	2010	Total % Change	2011	2010	Total % Change
<u>MAJOR NEW PHARM PRODUCTS<sup>(4)</sup></u>						
<u>(INCLUDED IN OTHER)</u>						
<u>INTELENCE</u>						
US	45	34	32.4%	163	127	28.3%
Intl	38	31	22.6%	151	116	30.2%
WW	83	65	27.7%	314	243	29.2%
<u>INVEGA</u>						
US	66	70	-5.7%	285	270	5.6%
Intl	59	46	28.3%	214	154	39.0%
WW	125	116	7.8%	499	424	17.7%
<u>SIMPONI</u>						
US	62	56	10.7%	235	193	21.8%
Intl	57	9	*	175	33	*

WW	119	65	83.1%
<u>STELARA</u>			
US	126	73	72.6%
Intl	81	47	72.3%
WW	207	120	72.5%

	410	226	81.4%
	443	240	84.6%
	295	153	92.8%
	738	393	87.8%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS					
	2011	2010	% Change			2011	2010	% Change			
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>MEDICAL DEVICES AND DIAGNOSTICS <sup>(2)</sup></b>											
<b>CARDIOVASCULAR CARE <sup>(5)</sup></b>											
US	191	246	-22.4%	-22.4%	-	841	1,008	-16.6%	-16.6%	-	
Intl	349	383	-8.9%	-9.6%	0.7%	1,447	1,544	-6.3%	-11.4%	5.1%	
WW	540	629	-14.1%	-14.5%	0.4%	2,288	2,552	-10.3%	-13.4%	3.1%	
<b>DEPUY</b>											
US	775	807	-4.0%	-4.0%	-	3,093	3,145	-1.7%	-1.7%	-	
Intl	678	640	5.9%	5.7%	0.2%	2,716	2,440	11.3%	5.0%	6.3%	
WW	1,453	1,447	0.4%	0.3%	0.1%	5,809	5,585	4.0%	1.2%	2.8%	
<b>DIABETES CARE</b>											
US	330	318	3.8%	3.8%	-	1,312	1,259	4.2%	4.2%	-	
Intl	340	326	4.3%	4.4%	-0.1%	1,340	1,211	10.7%	5.7%	5.0%	
WW	670	644	4.0%	4.1%	-0.1%	2,652	2,470	7.4%	5.0%	2.4%	
<b>ETHICON</b>											
US	536	501	7.0%	7.0%	-	2,111	2,000	5.6%	5.6%	-	
Intl	697	651	7.1%	7.6%	-0.5%	2,759	2,503	10.2%	5.0%	5.2%	
WW	1,233	1,152	7.0%	7.3%	-0.3%	4,870	4,503	8.2%	5.3%	2.9%	
<b>ETHICON ENDO-SURGERY</b>											
US	524	501	4.6%	4.6%	-	1,957	1,975	-0.9%	-0.9%	-	
Intl	809	756	7.0%	6.3%	0.7%	3,123	2,783	12.2%	6.3%	5.9%	
WW	1,333	1,257	6.0%	5.6%	0.4%	5,080	4,758	6.8%	3.4%	3.4%	
<b>ORTHO-CLINICAL DIAGNOSTICS</b>											
US	280	276	1.4%	1.4%	-	1,091	1,091	0.0%	0.0%	-	
Intl	274	260	5.4%	4.8%	0.6%	1,073	962	11.5%	5.9%	5.6%	
WW	554	536	3.4%	3.1%	0.3%	2,164	2,053	5.4%	2.8%	2.6%	
<b>VISION CARE</b>											
US	214	212	0.9%	0.9%	-	966	934	3.4%	3.4%	-	
Intl	496	447	11.0%	8.2%	2.8%	1,950	1,746	11.7%	4.5%	7.2%	
WW	710	659	7.7%	5.8%	1.9%	2,916	2,680	8.8%	4.1%	4.7%	
<b>TOTAL MEDICAL DEVICES AND DIAGNOSTICS</b>											
US	2,850	2,861	-0.4%	-0.4%	-	11,371	11,412	-0.4%	-0.4%	-	
Intl	3,643	3,463	5.2%	4.6%	0.6%	14,408	13,189	9.2%	3.4%	5.8%	
WW	6,493	6,324	2.7%	2.4%	0.3%	25,779	24,601	4.8%	1.7%	3.1%	

\* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Reported in U.S. sales

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

(5) Previously Cordis

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

(Dollars in Millions Except Per Share Data)	Fourth Quarter		% Incr. / (Decr.)	Twelve Months		% Incr. / (Decr.)
	2011	2010		2011	2010	
Earnings before provision for taxes on income - as reported	\$ 318	2,228	(85.7) %	\$ 12,361	16,947	(27.1) %
Net litigation settlements loss (gain)	1,134	374		1,710	(966)	
Product liability expenses	1,522	569		1,600	569	
Restructuring	(20)	-		656	-	
DePuy ASR™ Hip recall program	412	280		521	280	
Currency option adjustment and costs related to planned acquisition of Synthes	277	-		491	-	
In-process research and development	14	-		14	-	

Earnings before provision for taxes on income - as adjusted	\$ 3,657	3,451	6.0	%	\$ 17,353	16,830	3.1	%
Net Earnings - as reported	\$ 218	1,942	(88.8)	%	\$ 9,672	13,334	(27.5)	%
Net litigation settlements loss (gain)	1,022	279			1,466	(698)		
Product liability expenses	1,217	404			1,279	404		
Restructuring	(13)	-			536	-		
DePuy ASR™ Hip recall program	336	239			426	239		
Currency option adjustment and costs related to planned acquisition of Synthes	338	-			477	-		
In-process research and development	11	-			11	-		
Net Earnings - as adjusted	\$ 3,129	2,864	9.3	%	\$ 13,867	13,279	4.4	%
Diluted Net Earnings per share - as reported	\$ 0.08	0.70	(88.6)	%	\$ 3.49	4.78	(27.0)	%
Net litigation settlements loss (gain)	0.37	0.10			0.53	(0.25)		
Product liability expenses	0.44	0.14			0.46	0.14		
Restructuring	-	-			0.19	-		
DePuy ASR™ Hip recall program	0.12	0.09			0.16	0.09		
Currency option adjustment and costs related to planned acquisition of Synthes	0.12	-			0.17	-		
In-process research and development	-	-			-	-		
Diluted Net Earnings per share - as adjusted	\$ 1.13	1.03	9.7	%	\$ 5.00	4.76	5.0	%

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.

SOURCE Johnson & Johnson

News Provided by Acquire Media