## Johnson Johnson

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

	Third Quarter			% Incr. /	Sept YTD		% Incr. /
(Dollars in Millions Except Per Share Data)		2007	2006	(Decr.)	2007	2006	(Decr.)
Net Earnings - as reported	\$	2,548	2,760	-7.7%	\$ 8,202	8,885	-7.7%
Guidant acquisition agreement termination fee		-	-		-	(368)	
In-process research & development (IPR&D)		-	115		807	231	
Restructuring expenses		528	-		528	-	
Net Earnings - as adjusted	\$	3,076	2,875	7.0%	\$ 9,537	8,748	9.0%
Diluted Net Earnings per share - as reported	\$	0.88	0.94	-6.4%	\$ 2.81	2.99	-6.0%
Guidant acquisition agreement termination fee		-	-		-	(0.12)	
In-process research & development (IPR&D)		-	0.04		0.28	0.08	
Restructuring expenses		0.18	-		0.18	-	
Diluted Net Earnings per share - as adjusted	\$	1.06	\$ 0.98	8.2%	\$ 3.27	\$ 2.95	10.8%

The Company believes investors gain additional perspective of underlying business trends and results by providing a measure of net earnings and diluted net earnings per share that excludes IPR&D and the Guidant acquisition agreement termination fee in order to evaluate ongoing business operations.

## Johnson & Johnson 2007 Q3 As Reported and Pro-Forma Net Trade Sales Reported and Operational Growth Rates

		THIRD (	QUARTER	_	NINE MONTHS				
	Reported Growth		Pro-Forma Growth (1)		Reported Growth		Pro-Forma Growth (1)		
	Total%	Oper.%	Total%	Oper.%	Total%	Oper.%	Total%	Oper.%	
Skin Care	16.0%	11.8%	10.5%	6.3%	15.9%	12.3%	10.0%	6.6%	
Baby & Kids Care	13.3	7.3	11.3	5.4	13.0	8.1	11.2	6.3	
Oral Care	*	*	13.1	9.8	*	*	9.2	6.4	
OTC / Nutritionals	80.9	78.6	2.8	(0.1)	87.8	85.6	6.2	3.3	
Women's Health	6.8	1.5	1.5	(3.5)	8.0	3.7	2.7	(1.5)	
Consumer Segment Worldwide	47.5%	43.4%	7.4%	3.5%	48.2%	44.8%	8.1%	4.7%	
Worldwide	12.7%	9.7%	5.4%	2.4%	13.9%	11.3%	6.7%	4.1%	

<sup>(1) 2006</sup> baseline includes Pfizer Consumer Health (PCH) sales and excludes PCH acquisition related divestitures

<sup>\*</sup> Percentages are greater than 100%