



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

<i>(Dollars in Millions Except Per Share Data)</i>	Fourth Quarter		% Incr. / (Decr.)	Full Year		% Incr. / (Decr.)
	2007	2006		2007	2006	
<b>Net Earnings - as reported</b>	\$ 2,374	2,168	9.5%	\$ 10,576	11,053	-4.3%
Guidant acquisition agreement termination fee	-	-		-	(368)	
In-process research & development (IPR&D)	-	217		807	448	
Restructuring expenses	-	-		528	-	
Natreco intangible write-down	441	-		441	-	
International tax gain on restructuring	(267)	-		(267)	-	
<b>Net Earnings - as adjusted</b>	<b>\$ 2,548</b>	<b>2,385</b>	<b>6.8%</b>	<b>\$ 12,085</b>	<b>11,133</b>	<b>8.6%</b>
<b>Diluted net earnings per share - as reported</b>	\$ 0.82	0.74	10.8%	\$ 3.63	3.73	-2.7%
Guidant acquisition agreement termination fee	-	-		-	(0.12)	
In-process research & development (IPR&D)	-	0.07		0.28	0.15	
Restructuring expenses	-	-		0.18	-	
Natreco intangible write-down	0.15	-		0.15	-	
International tax gain on restructuring	(0.09)	-		(0.09)	-	
<b>Diluted net earnings per share - as adjusted</b>	<b>\$ 0.88</b>	<b>0.81</b>	<b>8.6%</b>	<b>\$ 4.15</b>	<b>3.76</b>	<b>10.4%</b>

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 other special items in order to evaluate ongoing business operations.

**Johnson & Johnson**  
**2007 Q4 As Reported and Pro-Forma Net Trade Sales**  
**Reported and Operational Growth Rates**

	FOURTH QUARTER				TWELVE MONTHS			
	Reported Growth		Pro-Forma Growth <sup>(1)</sup>		Reported Growth		Pro-Forma Growth <sup>(1)</sup>	
	Total%	Oper. %	Total%	Oper. %	Total%	Oper. %	Total%	Oper. %
Skin Care	15.8%	9.3%	9.8%	3.6%	15.9%	11.6%	10.0%	5.8%
Baby & Kids Care	16.5	8.4	14.7	6.6	13.9	8.1	12.1	6.4
Oral Care	235.4	231.4	4.1	(0.3)	266.5	263.7	7.7	4.6
OTC / Nutritionals	86.9	83.3	10.7	6.0	87.5	84.9	7.4	4.0
Women's Health	9.8	2.1	5.0	(2.5)	8.4	3.2	3.3	(1.7)
<b>Consumer Segment Worldwide</b>	<b>48.5%</b>	<b>42.5%</b>	<b>9.9%</b>	<b>4.0%</b>	<b>48.3%</b>	<b>44.2%</b>	<b>8.6%</b>	<b>4.6%</b>
<b>Worldwide</b>	<b>16.6%</b>	<b>11.9%</b>	<b>9.4%</b>	<b>4.6%</b>	<b>14.6%</b>	<b>11.5%</b>	<b>7.4%</b>	<b>4.2%</b>

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