Johnson & Johnson

October 15, 2013

Johnson & Johnson Reports 2013 Third-Quarter Results:

Sales of $17.6 Billion increased 3.1% Versus 2012 Third Quarter;
Third-Quarter EPS was $1.04
Excluding Special Items, 2013 Third-Quarter EPS of $1.36 increased 8.8%*

NEW BRUNSWICK, N.J., Oct. 15, 2013 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of $17.6 billion for the third quarter of 2013, an increase of 3.1% as compared to the third quarter of 2012. Operational results increased 4.7% and the negative impact of currency was 1.6%. Domestic sales increased 1.7%. International sales increased 4.2%, reflecting operational growth of 7.1% and a negative currency impact of 2.9%.

Net earnings ** and diluted earnings per share for the third quarter of 2013 were $3.0 billion and $1.04, respectively. The third quarter results included after-tax special items of approximately $0.9 billion, primarily related to an increase in the accrual for litigation expenses, in-process research and development expense, and integration and transaction costs related to the acquisition of Synthes, Inc. Third quarter 2012 net earnings included after-tax special items of approximately $0.6 billion as shown in the accompanying reconciliation of non-GAAP financial measures. Excluding these special items, net earnings for the current quarter were $3.9 billion and diluted earnings per share were $1.36, representing increases of 11.3% and 8.8%, respectively, as compared to the same period in 2012.*

"Our third-quarter results reflect the solid, demonstrable results in achieving our near-term priorities while also advancing our longer term strategic growth drivers," said Alex Gorsky, Chairman and Chief Executive Officer. "Our key products and successful new product launches delivered strong growth. We continue to progress our pipelines with a number of regulatory approvals, the submission of new drug applications, and execution of strategic collaborations. Our investments further strengthen our ability to deliver sustainable growth and bring meaningful innovations to patients and consumers."

The Company increased its earnings guidance for full-year 2013 to $5.44 - $5.49 per share. The Company's guidance excludes the impact of special items.

Worldwide Consumer sales of $3.6 billion for the third quarter represented an increase of 0.8% versus the prior year consisting of an operational increase of 2.0% and a negative impact from currency of 1.2%. Domestic sales increased 0.9%. International sales increased 0.8%, which reflected an operational increase of 2.6% and a negative currency impact of 1.8%.

Positive contributors to operational results were U.S. sales of TYLENOL® and MOTRIN® analgesics; upper respiratory over the counter medicines; AVEENO® skin care products and international baby care products.

Worldwide Pharmaceutical sales of $7.0 billion for the third quarter represented an increase of 9.9% versus the prior year with operational growth of 10.9% and a negative impact from currency of 1.0%. Domestic sales increased 7.9%. International sales increased 12.0% which reflected an operational increase of 14.0% and a negative currency impact of 2.0%.

Primary contributors to operational sales growth were INVEGA® SUSTENNA®/XEPLION® (paliperidone palmitate), a once-monthly, long-acting, injectable atypical antipsychotic for the treatment of schizophrenia in adults; REMICADE® (infliximab) and SIMPONI® (golimumab), biologics approved for the treatment of a number of immune-mediated inflammatory diseases; STELARA® (ustekinumab), a biologic approved for the treatment of moderate to severe plaque psoriasis and psoriatic arthritis; VELCADE® (bortezomib), a treatment for multiple myeloma; PREZISTA® (darunavir), a treatment for HIV; and sales of new products.

The strong sales results of new products include ZYTIGA® (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone for the treatment of metastatic, castration-resistant prostate cancer; XARELTO® (rivaroxaban), an oral anticoagulant; and INVOKANA® (canagliflozin) for the treatment of adults with type 2 diabetes.

During the quarter, the European Commission approved SIMPONI® (golimumab) for the treatment of moderately to severely active ulcerative colitis in adult patients who had an inadequate response to conventional therapy. In addition, the European Commission approved the use of VELCADE® (bortezomib) as induction therapy in combination with dexamethasone or thalidomide and dexamethasone and applies to adult patients with previously-untreated multiple myeloma who are eligible for high-dose chemotherapy with hematological stem cell transplantation.

Also, during the quarter, the European Commission approved STELARA® (ustekinumab), alone or in combination with methotrexate, for the treatment of active psoriatic arthritis in adult patients when the response to previous non-biological disease-modifying anti-rheumatic drug therapy has been inadequate, and the U.S. Food and Drug Administration (FDA) approved STELARA® alone or in combination with methotrexate for the treatment of adult patients (18 years or older) with active psoriatic arthritis. Additionally, the FDA approved SIMPONI® ARIA™ (golimumab) for infusion for the treatment of adults with moderately to severely active rheumatoid arthritis in combination with methotrexate.

In September, the Committee for Medical Products for Human Use of The European Medicines Agency granted a positive opinion recommending approval of INVOKANA® (canagliflozin) in the European Union for the treatment of adults with type 2 diabetes mellitus, to improve glycemic control.

In October, we announced the acquisition of the investigational compound GSK2336805, an NS5a replication complex inhibitor in Phase 2 development for the treatment of chronic hepatitis C, from an affiliate of GlaxoSmithKline plc. We acquired all rights to develop and commercialize GSK2336805, including in combination with other drugs.

Worldwide Medical Devices and Diagnostics sales of $6.9 billion for the third quarter represented a decrease of 2.0% versus the prior year consisting of an operational increase of 0.3% and a negative currency impact of 2.3%. Domestic sales decreased 4.2%. International sales decreased 0.1%, which reflected an operational increase of 4.2% and a negative currency impact of 4.3%.

Primary contributors to operational growth were sales from Biosense Webster's electrophysiology products in the Cardiovascular Care business; joint reconstruction products in the Orthopaedics business; international sales in the Surgical Care business; and biosurgical and international sales of energy products in the Specialty Surgery business.

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 128,700 employees at more than 275 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.

** Net earnings attributable to Johnson & Johnson.

Johnson & Johnson will conduct a conference call with investors to discuss this news release today at 8:30 a.m., Eastern Time. A simultaneous webcast of the call for investors and other interested parties may be accessed by visiting the Johnson & Johnson website at www.investor.jnj.com. A replay and podcast will be available approximately two hours after the live webcast by visiting www.investor.jnj.com.

Copies of the financial schedules accompanying this press release are available at www.investor.jnj.com/historical-sales.cfm. These schedules include supplementary sales data, a condensed consolidated statement of earnings, reconciliation of non-GAAP financial measures, and sales of key products/franchises. Additional information on Johnson & Johnson, including a pharmaceutical pipeline of selected compounds in late stage development can be found on the Company's website at www.investor.jnj.com.

NOTE TO INVESTORS
(This 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; the effects of a continued federal government shutdown including the FDA's ability to take new regulatory submissions and continue review of our existing submissions without delays; 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; complex global supply chains with increasing regulatory requirements; 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 December 30, 2012. Copies of this Form 10-K, as well as subsequent filings, are available online at www.sec.gov, 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				
			Percent Change					Percent Change		
	2013	2012	Total	Operations	Currency	2013	2012	Total	Operations	Currency
Sales to customers by segment of business										
Consumer										
U.S.	$ 1,225	1,214	0.9 %	0.9	-	$ 3,899	3,843	1.5 %	1.5	-
International	2,386	2,367	0.8	2.6	(1.8)	7,045	6,952	1.3	2.7	(1.4)
	3,611	3,581	0.8	2.0	(1.2)	10,944	10,795	1.4	2.3	(0.9)
Pharmaceutical										
U.S.	3,549	3,288	7.9	7.9	-	10,397	9,408	10.5	10.5	-
International	3,487	3,114	12.0	14.0	(2.0)	10,432	9,418	10.8	12.9	(2.1)
	7,036	6,402	9.9	10.9	(1.0)	20,829	18,826	10.6	11.7	(1.1)
Med Devices & Diagnostics										
U.S.	3,151	3,289	(4.2)	(4.2)	-	9,600	9,119	5.3	5.3	-
International	3,777	3,780	(0.1)	4.2	(4.3)	11,584	10,926	6.0	10.0	(4.0)
	6,928	7,069	(2.0)	0.3	(2.3)	21,184	20,045	5.7	7.9	(2.2)
U.S.	7,925	7,791	1.7	1.7	-	23,896	22,370	6.8	6.8	-
International	9,650	9,261	4.2	7.1	(2.9)	29,061	27,296	6.5	9.2	(2.7)
Worldwide	$ 17,575	17,052	3.1 %	4.7	(1.6)	$ 52,957	49,666	6.6 %	8.1	(1.5)

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
			Percent Change					Percent Change		
	2013	2012	Total	Operations	Currency	2013	2012	Total	Operations	Currency
Sales to customers by geographic area										
U.S.	$ 7,925	7,791	1.7 %	1.7	-	$ 23,896	22,370	6.8 %	6.8	-
Europe	4,478	3,983	12.4	8.4	4.0	13,631	12,342	10.4	8.6	1.8
Western Hemisphere excluding U.S.	1,842	1,824	1.0	8.0	(7.0)	5,530	5,266	5.0	10.3	(5.3)
Asia-Pacific, Africa	3,330	3,454	(3.6)	5.1	(8.7)	9,900	9,688	2.2	9.2	(7.0)

International	**9,650**	**9,261**	4.2	7.1	(2.9)	**29,061**	**27,296**	6.5	9.2	(2.7)
Worldwide	**$ 17,575**	**$17,052**	3.1 %	4.7	(1.6)	**$ 52,957**	**$49,666**	6.6 %	8.1	(1.5)

Johnson & Johnson and Subsidiaries
Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures) **THIRD QUARTER**

	2013		2012		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	**$ 17,575**	**100.0**	**$ 17,052**	**100.0**	3.1
Cost of products sold	**5,344**	**30.4**	**5,597**	**32.8**	(4.5)
Selling, marketing and administrative expenses	**5,314**	**30.2**	**5,228**	**30.6**	1.6
Research and development expense	**2,042**	**11.6**	**1,923**	**11.3**	6.2
In-process research and development	**178**	**1.0**	**679**	**4.0**	
Interest (income) expense, net	**87**	**0.5**	**120**	**0.7**	
Other (income) expense, net	**943**	**5.4**	**(90)**	**(0.5)**	
Earnings before provision for taxes on income	**3,667**	**20.9**	**3,595**	**21.1**	2.0
Provision for taxes on income	**685**	**3.9**	**966**	**5.7**	(29.1)
Net earnings	**2,982**	**17.0**	**2,629**	**15.4**	13.4
Add: Net loss attributable to noncontrolling interest	**-**	**-**	**339**	**2.0**	
Net earnings attributable to Johnson & Johnson	**$ 2,982**	**17.0**	**$ 2,968**	**17.4**	0.5
Net earnings per share attributable to Johnson & Johnson (Diluted)	**$ 1.04**		**1.05**		(1.0)
Average shares outstanding (Diluted)	**2,881.2**		**2,818.1**		
Effective tax rate	**18.7 %**		**26.9 %**		
Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)					
Earnings before provision for taxes on income	**$ 4,831**	**27.5**	**$ 4,525**	**26.5**	6.8
Net earnings attributable to Johnson & Johnson	**$ 3,919**	**22.3**	**$ 3,521**	**20.6**	11.3
Net earnings per share attributable to Johnson & Johnson (Diluted)	**$ 1.36**		**$ 1.25**		8.8
Effective tax rate	**18.9 %**		**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**

	2013		2012		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	**$ 52,957**	**100.0**	**$ 49,666**	**100.0**	6.6
Cost of products sold	**16,387**	**30.9**	**15,655**	**31.5**	4.7
Selling, marketing and administrative expenses	**15,913**	**30.0**	**15,208**	**30.6**	4.6
Research and development expense	**5,772**	**10.9**	**5,334**	**10.7**	8.2
In-process research and development	**242**	**0.5**	**1,108**	**2.2**	
Interest (income) expense, net	**292**	**0.6**	**379**	**0.8**	
Other (income) expense, net	**1,630**	**3.1**	**1,307**	**2.7**	
Earnings before provision for taxes on income	**12,721**	**24.0**	**10,675**	**21.5**	19.2
Provision for taxes on income	**2,409**	**4.5**	**2,728**	**5.5**	(11.7)
Net earnings	**10,312**	**19.5**	**7,947**	**16.0**	29.8
Add: Net loss attributable to noncontrolling interest	**-**	**-**	**339**	**0.7**	
Net earnings attributable to Johnson & Johnson	**$ 10,312**	**19.5**	**$ 8,286**	**16.7**	24.5
Net earnings per share attributable to Johnson & Johnson (Diluted)	**$ 3.58**		**$ 2.96**		20.9
Average shares outstanding (Diluted)	**2,879.0**		**2,805.0**		
Effective tax rate	**18.9 %**		**25.6 %**		
Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)					
Earnings before provision for taxes on income	**$ 15,260**	**28.8**	**$ 14,099**	**28.4**	8.2
Net earnings attributable to Johnson & Johnson	**$ 12,315**	**23.3**	**$ 10,969**	**22.1**	12.3
Net earnings per share attributable to Johnson & Johnson (Diluted)	**$ 4.28**		**$ 3.91**		9.5
Effective tax rate	**19.3 %**		**22.2 %**		

(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 2013	Third Quarter 2012		% Incr. / (Decr.)	Nine Months YTD 2013	Nine Months YTD 2012	% Incr. / (Decr.)
Earnings before provision for taxes on income - as reported	$ 3,667	3,595		2.0 %	$ 12,721	$ 10,675	19.2 %
Litigation expenses	872	89			1,776	758	
In-process research and development	178	679			242	1,108	
Synthes integration/transaction costs and currency related	122	165	(1)		502	622	
DePuy ASR™Hip program	35	27			117	27	
Intangible asset write-downs	-	-			-	939	
Other	(43)	(30)			(98)	(30)	
Earnings before provision for taxes on income - as adjusted	$ 4,831	4,525		6.8 %	$ 15,260	14,099	8.2 %
Net Earnings attributable to Johnson & Johnson - as reported	$ 2,982	2,968		0.5 %	$ 10,312	8,286	24.5 %
Litigation expenses	720	70			1,419	681	
In-process research and development	126	340	(2)		168	684	
Synthes integration/transaction costs and currency related	103	135			373	593	
DePuy ASR™ Hip program	31	24			122	24	
Intangible asset write-downs	-	-			-	717	
Other	(43)	(16)			(79)	(16)	
Net Earnings attributable to Johnson & Johnson - as adjusted	$ 3,919	3,521		11.3 %	$ 12,315	10,969	12.3 %
Diluted Net Earnings per share attributable to Johnson & Johnson - as reported	$ 1.04	1.05		(1.0) %	$ 3.58	2.96	20.9 %
Litigation expenses	0.25	0.02			0.49	0.24	
In-process research and development	0.04	0.13			0.06	0.24	
Synthes integration/transaction costs and currency related	0.04	0.05			0.13	0.21	
DePuy ASR™ Hip program	0.01	0.01			0.04	0.01	
Intangible asset write-downs	-	-			-	0.26	
Other	(0.02)	(0.01)			(0.02)	(0.01)	
Diluted Net Earnings per share attributable to Johnson & Johnson - as adjusted	$ 1.36	1.25		8.8 %	$ 4.28	3.91	9.5 %

(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				
			% Change					% Change		
CONSUMER SEGMENT [2] [4]	**2013**	**2012**	**Reported**	**Operational** [1]	**Currency**	**2013**	**2012**	**Reported**	**Operational** [1]	**Currency**
BABY CARE										
US	$ **99**	**104**	-4.8%	-4.8%	-	$ **308**	**309**	-0.3%	-0.3%	-
Intl	**461**	**460**	0.2%	4.3%	-4.1%	**1,402**	**1,373**	2.1%	5.2%	-3.1%
WW	**560**	**564**	-0.7%	2.6%	-3.3%	**1,710**	**1,682**	1.7%	4.2%	-2.5%
ORAL CARE										
US	**142**	**162**	-12.3%	-12.3%	-	**449**	**476**	-5.7%	-5.7%	-
Intl	**253**	**251**	0.8%	3.2%	-2.4%	**755**	**732**	3.1%	4.8%	-1.7%
WW	**395**	**413**	-4.4%	-3.0%	-1.4%	**1,204**	**1,208**	-0.3%	0.8%	-1.1%
OTC [3]										
US	**310**	**263**	17.9%	17.9%	-	**954**	**801**	19.1%	19.1%	-
Intl	**665**	**653**	1.8%	2.0%	-0.2%	**1,995**	**1,949**	2.4%	2.7%	-0.3%
WW	**975**	**916**	6.4%	6.5%	-0.1%	**2,949**	**2,750**	7.2%	7.4%	-0.2%
SKIN CARE										
US	**404**	**390**	3.6%	3.6%	-	**1,320**	**1,314**	0.5%	0.5%	-
Intl	**520**	**514**	1.2%	2.1%	-0.9%	**1,414**	**1,410**	0.3%	0.9%	-0.6%
WW	**924**	**904**	2.2%	2.7%	-0.5%	**2,734**	**2,724**	0.4%	0.7%	-0.3%
WOMEN'S HEALTH										
US	**77**	**81**	-4.9%	-4.9%	-	**242**	**254**	-4.7%	-4.7%	-

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2013	2012	Reported	Operational [1]	Currency	2013	2012	Reported	Operational [1]	Currency
Intl	331	326	1.5%	4.3%	-2.8%	978	964	1.5%	4.2%	-2.7%
WW	408	407	0.2%	2.5%	-2.3%	1,220	1,218	0.2%	2.4%	-2.2%
WOUND CARE/OTHER [3]										
US	193	214	-9.8%	-9.8%	-	626	689	-9.1%	-9.1%	-
Intl	156	163	-4.3%	-3.0%	-1.3%	501	524	-4.4%	-3.8%	-0.6%
WW	349	377	-7.4%	-6.9%	-0.5%	1,127	1,213	-7.1%	-6.8%	-0.3%
TOTAL CONSUMER										
US	1,225	1,214	0.9%	0.9%	-	3,899	3,843	1.5%	1.5%	-
Intl	2,386	2,367	0.8%	2.6%	-1.8%	7,045	6,952	1.3%	2.7%	-1.4%
WW	$ 3,611	3,581	0.8%	2.0%	-1.2%	$ 10,944	10,795	1.4%	2.3%	-0.9%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2013	2012	Reported	Operational [1]	Currency	2013	2012	Reported	Operational [1]	Currency
PHARMACEUTICAL SEGMENT [2] [4]										
IMMUNOLOGY										
US	$ 1,648	1,600	3.0%	3.0%	-	$ 4,865	4,524	7.5%	7.5%	-
Intl	695	484	43.6%	47.7%	-4.1%	1,923	1,374	40.0%	43.3%	-3.3%
WW	2,343	2,084	12.4%	13.4%	-1.0%	6,788	5,898	15.1%	15.9%	-0.8%
REMICADE										
US	1,013	940	7.8%	7.8%	-	2,909	2,712	7.3%	7.3%	-
US Exports [5]	291	379	-23.2%	-23.2%	-	972	1,123	-13.4%	-13.4%	-
Intl	385	272	41.5%	46.1%	-4.6%	1,080	800	35.0%	38.2%	-3.2%
WW	1,689	1,591	6.2%	7.0%	-0.8%	4,961	4,635	7.0%	7.5%	-0.5%
SIMPONI										
US	111	93	19.4%	19.4%	-	292	220	32.7%	32.7%	-
Intl	155	92	68.5%	74.9%	-6.4%	386	206	87.4%	95.3%	-7.9%
WW	266	185	43.8%	47.0%	-3.2%	678	426	59.2%	63.0%	-3.8%
STELARA										
US	233	188	23.9%	23.9%	-	692	469	47.5%	47.5%	-
Intl	137	99	38.4%	38.6%	-0.2%	395	287	37.6%	38.5%	-0.9%
WW	370	287	28.9%	29.0%	-0.1%	1,087	756	43.8%	44.1%	-0.3%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	18	21	-14.3%	-8.1%	-6.2%	62	81	-23.5%	-21.4%	-2.1%
WW	18	21	-14.3%	-8.1%	-6.2%	62	81	-23.5%	-21.4%	-2.1%
INFECTIOUS DISEASES										
US	278	259	7.3%	7.3%	-	775	738	5.0%	5.0%	-
Intl	543	536	1.3%	-0.1%	1.4%	1,831	1,600	14.4%	14.7%	-0.3%
WW	821	795	3.3%	2.4%	0.9%	2,606	2,338	11.5%	11.7%	-0.2%
INCIVO										
US	-	-	-	-	-	-	-	-	-	-
Intl	76	71	7.0%	5.3%	1.7%	410	305	34.4%	36.1%	-1.7%
WW	76	71	7.0%	5.3%	1.7%	410	305	34.4%	36.1%	-1.7%
INTELENCE										
US	47	45	4.4%	4.4%	-	138	130	6.2%	6.2%	-
Intl	45	49	-8.2%	-9.2%	1.0%	146	135	8.1%	8.1%	0.0%
WW	92	94	-2.1%	-2.6%	0.5%	284	265	7.2%	7.2%	0.0%
PREZISTA										
US	215	181	18.8%	18.8%	-	578	507	14.0%	14.0%	-
Intl	195	183	6.6%	4.4%	2.2%	634	554	14.4%	14.0%	0.4%
WW	410	364	12.6%	11.5%	1.1%	1,212	1,061	14.2%	14.0%	0.2%
OTHER INFECTIOUS DISEASES										
US	16	33	-51.5%	-51.5%	-	59	101	-41.6%	-41.6%	-
Intl	227	233	-2.6%	-3.4%	0.8%	641	606	5.8%	6.0%	-0.2%
WW	243	266	-8.6%	-9.3%	0.7%	700	707	-1.0%	-0.8%	-0.2%

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2013	2012	Reported	Operational [1]	Currency	2013	2012	Reported	Operational [1]	Currency
NEUROSCIENCE										
US	601	678	-11.4%	-11.4%	-	1,973	2,010	-1.8%	-1.8%	-
Intl	991	990	0.1%	4.6%	-4.5%	3,043	3,019	0.8%	4.6%	-3.8%
WW	1,592	1,668	-4.6%	-1.9%	-2.7%	5,016	5,029	-0.3%	2.0%	-2.3%
CONCERTA/METHYLPHENIDATE										
US	38	150	-74.7%	-74.7%	-	262	493	-46.9%	-46.9%	-
Intl	104	104	0.0%	3.5%	-3.5%	351	337	4.2%	6.6%	-2.4%
WW	142	254	-44.1%	-42.7%	-1.4%	613	830	-26.1%	-25.1%	-1.0%
INVEGA										
US	82	78	5.1%	5.1%	-	229	223	2.7%	2.7%	-
Intl	65	62	4.8%	11.0%	-6.2%	200	180	11.1%	16.9%	-5.8%
WW	147	140	5.0%	7.8%	-2.8%	429	403	6.5%	9.1%	-2.6%

INVEGA SUSTENNA/ XEPLION										
US	**180**	**130**	38.5%	38.5%	-	**502**	**350**	43.4%	43.4%	-
Intl	**144**	**82**	75.6%	72.9%	2.7%	**396**	**218**	81.7%	80.1%	1.6%
WW	**324**	**212**	52.8%	51.7%	1.1%	**898**	**568**	58.1%	57.5%	0.6%
RISPERDAL CONSTA										
US	**114**	**113**	0.9%	0.9%	-	**327**	**336**	-2.7%	-2.7%	-
Intl	**212**	**238**	-10.9%	-8.7%	-2.2%	**670**	**731**	-8.3%	-6.1%	-2.2%
WW	**326**	**351**	-7.1%	-5.6%	-1.5%	**997**	**1,067**	-6.6%	-5.1%	-1.5%
OTHER NEUROSCIENCE										
US	**187**	**207**	-9.7%	-9.7%	-	**653**	**608**	7.4%	7.4%	-
Intl	**466**	**504**	-7.5%	-0.7%	-6.8%	**1,426**	**1,553**	-8.2%	-2.8%	-5.4%
WW	**653**	**711**	-8.2%	-3.4%	-4.8%	**2,079**	**2,161**	-3.8%	0.1%	-3.9%
ONCOLOGY										
US	**227**	**145**	56.6%	56.6%	-	**632**	**371**	70.4%	70.4%	-
Intl	**754**	**483**	56.1%	57.1%	-1.0%	**2,028**	**1,439**	40.9%	42.9%	-2.0%
WW	**981**	**628**	56.2%	57.0%	-0.8%	**2,660**	**1,810**	47.0%	48.6%	-1.6%
VELCADE										
US	**-**	**-**	-	-	-	**-**	**-**	-	-	-
Intl	**404**	**327**	23.5%	26.3%	-2.8%	**1,136**	**998**	13.8%	16.7%	-2.9%
WW	**404**	**327**	23.5%	26.3%	-2.8%	**1,136**	**998**	13.8%	16.7%	-2.9%
ZYTIGA										
US	**204**	**136**	50.0%	50.0%	-	**539**	**349**	54.4%	54.4%	-
Intl	**260**	**129**	*	97.1%	4.5%	**664**	**348**	90.8%	89.1%	1.7%
WW	**464**	**265**	75.1%	72.9%	2.2%	**1,203**	**697**	72.6%	71.7%	0.9%
OTHER ONCOLOGY										
US	**23**	**9**	*	*	-	**93**	**22**	*	*	-
Intl	**90**	**27**	*	*	-5.2%	**228**	**93**	*	*	-5.7%
WW	**113**	**36**	*	*	-3.8%	**321**	**115**	*	*	-4.6%

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2013	**2012**	**Reported**	**Operational [1]**	**Currency**	**2013**	**2012**	**Reported**	**Operational [1]**	**Currency**
TOTAL OTHER										
US	**795**	**606**	31.2%	31.2%	-	**2,152**	**1,765**	21.9%	21.9%	-
Intl	**504**	**621**	-18.8%	-18.8%	0.0%	**1,607**	**1,986**	-19.1%	-18.7%	-0.4%
WW	**1,299**	**1,227**	5.9%	5.9%	0.0%	**3,759**	**3,751**	0.2%	0.4%	-0.2%
ACIPHEX/PARIET										
US	**89**	**80**	11.3%	11.3%	-	**289**	**280**	3.2%	3.2%	-
Intl	**44**	**115**	-61.7%	-62.0%	0.3%	**152**	**369**	-58.8%	-58.7%	-0.1%
WW	**133**	**195**	-31.8%	-32.0%	0.2%	**441**	**649**	-32.0%	-32.0%	0.0%
PROCRIT/EPREX										
US	**204**	**198**	3.0%	3.0%	-	**627**	**634**	-1.1%	-1.1%	-
Intl	**140**	**161**	-13.0%	-14.4%	1.4%	**430**	**502**	-14.3%	-14.9%	0.6%
WW	**344**	**359**	-4.2%	-4.8%	0.6%	**1,057**	**1,136**	-7.0%	-7.3%	0.3%
XARELTO										
US	**246**	**68**	*	*	-	**593**	**144**	*	*	-
Intl	**-**	**-**	-	-	-	**-**	**-**	-	-	-
WW	**246**	**68**	*	*	-	**593**	**144**	*	*	-
OTHER										
US	**256**	**260**	-1.5%	-1.5%	-	**643**	**707**	-9.1%	-9.1%	-
Intl	**320**	**345**	-7.2%	-6.4%	-0.8%	**1,025**	**1,115**	-8.1%	-7.2%	-0.9%
WW	**576**	**605**	-4.8%	-4.4%	-0.4%	**1,668**	**1,822**	-8.5%	-7.9%	-0.6%
TOTAL PHARMACEUTICAL										
US	**3,549**	**3,288**	**7.9%**	**7.9%**	-	**10,397**	**9,408**	**10.5%**	**10.5%**	-
Intl	**3,487**	**3,114**	**12.0%**	**14.0%**	**-2.0%**	**10,432**	**9,418**	**10.8%**	**12.9%**	**-2.1%**
WW	**$ 7,036**	**6,402**	**9.9%**	**10.9%**	**-1.0%**	**$ 20,829**	**18,826**	**10.6%**	**11.7%**	**-1.1%**

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2013	**2012**	**Reported**	**Operational [1]**	**Currency**	**2013**	**2012**	**Reported**	**Operational [1]**	**Currency**
MEDICAL DEVICES AND DIAGNOSTICS [2]										
CARDIOVASCULAR CARE										
US	**$ 196**	**195**	0.5%	0.5%	-	**$ 598**	**566**	5.7%	5.7%	-
Intl	**305**	**298**	2.3%	6.6%	-4.3%	**945**	**913**	3.5%	7.5%	-4.0%
WW	**501**	**493**	1.6%	4.2%	-2.6%	**1,543**	**1,479**	4.3%	6.8%	-2.5%
DIABETES CARE										
US	**237**	**328**	-27.7%	-27.7%	-	**779**	**1,017**	-23.4%	-23.4%	-
Intl	**320**	**301**	6.3%	6.5%	-0.2%	**967**	**955**	1.3%	2.2%	-0.9%
WW	**557**	**629**	-11.4%	-11.3%	-0.1%	**1,746**	**1,972**	-11.5%	-11.0%	-0.5%
DIAGNOSTICS										
US	**222**	**256**	-13.3%	-13.3%	-	**711**	**767**	-7.3%	-7.3%	-
Intl	**237**	**257**	-7.8%	-2.8%	-5.0%	**708**	**772**	-8.3%	-4.1%	-4.2%

WW	**459**	**513**	-10.5%	-8.0%	-2.5%	**1,419**	**1,539**	-7.8%	-5.7%	-2.1%
INFECTION PREVENTION/OTHER										
US	**91**	**98**	-7.1%	-7.1%	-	**271**	**313**	-13.4%	-13.4%	-
Intl	**129**	**134**	-3.7%	4.3%	-8.0%	**395**	**393**	0.5%	6.9%	-6.4%
WW	**220**	**232**	-5.2%	-0.5%	-4.7%	**666**	**706**	-5.7%	-2.1%	-3.6%
ORTHOPAEDICS										
US	**1,232**	**1,242**	-0.8%	-0.8%	-	**3,767**	**2,898**	30.0%	30.0%	-
Intl	**1,051**	**1,048**	0.3%	3.4%	-3.1%	**3,286**	**2,513**	30.8%	34.3%	-3.5%
WW	**2,283**	**2,290**	-0.3%	1.1%	-1.4%	**7,053**	**5,411**	30.3%	31.9%	-1.6%
SPECIALTY SURGERY										
US	**321**	**308**	4.2%	4.2%	-	**971**	**971**	0.0%	0.0%	-
Intl	**305**	**289**	5.5%	9.2%	-3.7%	**938**	**900**	4.2%	7.2%	-3.0%
WW	**626**	**597**	4.9%	6.7%	-1.8%	**1,909**	**1,871**	2.0%	3.4%	-1.4%
SURGICAL CARE										
US	**587**	**602**	-2.5%	-2.5%	-	**1,695**	**1,797**	-5.7%	-5.7%	-
Intl	**947**	**949**	-0.2%	3.9%	-4.1%	**2,935**	**3,019**	-2.8%	0.6%	-3.4%
WW	**1,534**	**1,551**	-1.1%	1.4%	-2.5%	**4,630**	**4,816**	-3.9%	-1.8%	-2.1%
VISION CARE										
US	**265**	**260**	1.9%	1.9%	-	**808**	**790**	2.3%	2.3%	-
Intl	**483**	**504**	-4.2%	4.9%	-9.1%	**1,410**	**1,461**	-3.5%	4.3%	-7.8%
WW	**748**	**764**	-2.1%	3.9%	-6.0%	**2,218**	**2,251**	-1.5%	3.6%	-5.1%
TOTAL MEDICAL DEVICES AND DIAGNOSTICS										
US	**3,151**	**3,289**	**-4.2%**	**-4.2%**	**-**	**9,600**	**9,119**	**5.3%**	**5.3%**	**-**
Intl	**3,777**	**3,780**	**-0.1%**	**4.2%**	**-4.3%**	**11,584**	**10,926**	**6.0%**	**10.0%**	**-4.0%**
WW	**$ 6,928**	**7,069**	**-2.0%**	**0.3%**	**-2.3%**	**$ 21,184**	**20,045**	**5.7%**	**7.9%**	**-2.2%**

* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Nutritionals now reflected in Wound Care/Other, previously reported in OTC/Nutritionals

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

(5) Reported as U.S. sales

SOURCE Johnson & Johnson

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