Johnson & Johnson Reports 2014 Third-Quarter Results:

October 14, 2014

NEW BRUNSWICK, N.J., Oct. 14, 2014 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of $18.5 billion for the third quarter of 2014, an increase of 5.1% as compared to the third quarter of 2013. Operational results increased 5.8% and the negative impact of currency was 0.7%. Domestic sales increased 11.6%. International sales decreased 0.3%, reflecting operational growth of 1.0% and a negative currency impact of 1.3%. During the quarter the Company completed the divestiture of the Ortho-Clinical Diagnostics business. Worldwide, domestic and international operational sales growth, excluding the impact of this divestiture, was 8.4%; 14.8% and 3.1% respectively.

Net earnings and diluted earnings per share for the third quarter of 2014 were $4.7 billion and $1.66, respectively. The third-quarter results included a net gain for after-tax special items of approximately $0.5 billion, driven by an after-tax net gain of approximately $1.1 billion from the divestiture of Ortho-Clinical Diagnostics. This gain was partially offset by other special items primarily related to an increase in the litigation accrual, a charge to account for an additional year of the non-tax deductible Branded Prescription Drug Fee in accordance with final regulations issued in the third quarter by the Internal Revenue Service, integration costs related to the acquisition of Synthes, Inc. and program costs associated with the DePuy ASR™ Hip. Third quarter 2013 net earnings included a charge for after-tax special items of approximately $0.9 billion as shown in the accompanying reconciliation of non-GAAP financial measures. Excluding these special items, net earnings for the current quarter were $4.3 billion and diluted earnings per share were $1.50, representing increases of 9.5% and 10.3%, respectively, as compared to the same period in 2013.*

"Our strong third-quarter performance reflects the continued success of our new products and the strength of our core business. We are making deliberate portfolio choices, positioning us well for achieving our near-term priorities and our long-term growth drivers," said Alex Gorsky, Chairman and Chief Executive Officer. "I am proud of our colleagues around the world who are focused everyday on delivering solutions to address the evolving health care needs."

In July, the Company announced a share repurchase program of up to $5.0 billion of the Company's common stock. Repurchases may be made at management's discretion from time to time on the open market or through privately negotiated transactions. The repurchase program has no time limit and may be suspended for periods or discontinued at any time.

The Company increased its earnings guidance for full-year 2014 to $5.92 - $5.97 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 0.6% versus the prior year consisting of an operational increase of 0.3% and a negative impact from currency of 0.9%. Domestic sales decreased 4.2%; international sales increased 1.3%, which reflected an operational increase of 2.6% and a negative currency impact of 1.3%. The divestiture of the North American sanitary protection business impacted operational growth by approximately 2% worldwide and 5% in the U.S.

Positive contributors to operational results included sales of Over-the-Counter products, primarily adult upper respiratory brands and LISTERINE® mouthwash in the Oral Care business.

Worldwide Pharmaceutical sales of $8.3 billion for the third quarter represented an increase of 18.1% versus the prior year with operational growth of 18.7% and a negative impact from currency of 0.6%. Domestic sales increased 33.1%; international sales increased 2.8%, which reflected an operational increase of 4.1% and a negative currency impact of 1.3%.

The strong sales results were driven by new products and the strength of our core products. New products include OLYSIO®/SOVRIAD® (simeprevir), for combination treatment of chronic hepatitis C in adult patients; XARELTO® (rivaroxaban), an oral anticoagulant; INVOKANA® (canagliflozin), for the treatment of adults with type 2 diabetes; ZYTIGA® (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone for the treatment of metastatic, castration-resistant prostate cancer; and IMBRUVICA® (ibrutinib), a kinase inhibitor for the treatment of mantle cell lymphoma (MCL), chronic lymphocytic leukemia (CLL) in patients who have had at least one prior therapy and CLL patients with 17p deletion, a genetic mutation that occurs when part of chromosome 17 has been lost.

Additional contributors to operational sales growth were STELARA® (ustekinumab), a biologic approved for the treatment of moderate to severe plaque psoriasis and psoriatic arthritis; REMICADE® (infliximab), a biologic approved for the treatment of a number of immune-mediated inflammatory diseases; and INVEGA® SUSTENNA®/XEPLION® (paliperidone palmitate), a once-monthly, long-acting, injectable atypical antipsychotic for the treatment of schizophrenia in adults.

Sales results were negatively impacted by loss of exclusivity for ACIPHEX® (rabeprazole), a proton pump inhibitor for gastrointestinal disorders.

During the quarter, the U.S. Food and Drug Administration (FDA) granted approval for a third indication for IMBRUVICA® (ibrutinib), for the treatment of patients with CLL who have the genetic mutation 17p deletion (del 17p). The FDA also granted IMBRUVICA full approval for the treatment of patients with CLL who have received at least one prior therapy. IMBRUVICA was initially approved for CLL in February 2014 under the FDA's accelerated approval process. The FDA also approved INVOKAMET™ (canagliflozin/metformin HCl) for the treatment of adults with type 2 diabetes.

Also during the quarter, the Committee for Medicinal Products for Human Use (CHMP) adopted positive opinions recommending Marketing Authorization in the European Union for the use of IMBRUVICA® (ibrutinib) in the treatment of adult patients with relapsed or refractory MCL and adult patients with CLL who have received at least one prior therapy, or in first-line in the presence of 17p deletion or TP53 mutation in patients unsuitable for chemo-immunotherapy and REZOLSTA® (darunavir/cobicistat) in combination with other antiretroviral medicinal products for the treatment of human immunodeficiency virus-1 (HIV-1) infection in adults aged 18 years or older.

In addition, the acquisition of Covagen AG, a privately-held biopharmaceutical company specializing in the development of multispecific protein therapeutics through the FynomAb® technology platform, was completed.

Subsequent to the quarter, we announced the definitive agreement to acquire Alios BioPharma, Inc., a privately-held clinical stage biopharmaceutical company focused on developing therapies for viral diseases, for approximately $1.75 billion in cash. The transaction is expected to close during the fourth quarter of 2014.

Worldwide Medical Devices and Diagnostics sales of $6.6 billion for the third quarter represented a decrease of 5.2% versus the prior year consisting of an operational decrease of 4.6% and a negative currency impact of 0.6%. Domestic sales decreased 6.5%; international sales decreased 4.0%, which reflected an operational decrease of 2.8% and a negative currency impact of 1.2%. Excluding the impact of the divestiture of Ortho-Clinical Diagnostics business, on an operational basis, worldwide sales increased 1.6%, domestic sales increased 0.6% and international sales increased 2.4%.

Primary contributors to operational growth were our broad portfolio of Orthopaedic products and Biosense Webster's electrophysiology products in the Cardiovascular Care business. Sales results in the Vision Care business were negatively impacted by competitive pricing dynamics.

During the quarter, INCRAFT ® AAA Stent Graft System was approved and launched for treatment of abdominal aortic aneurysms (AAA) in Europe and Canada.

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 126,000 employees at more than 270 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 can be found in the accompanying financial schedules of the earnings release and the Investor Relations section of the Company's website at www.investor.jnj.com.

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 and a copy of today's earnings call presentation can be found on the Company's website at www.investor.jnj.com.

NOTE TO INVESTORS

This press release contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things, future operating and financial

performance. 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 known 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, economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approvals; uncertainty of commercial success for new and existing products; challenges to patents; the impact of patent expirations; impact of business combinations and divestitures; significant adverse litigation or government action, including related to product liability claims; changes in behavior and spending patterns or financial distress of purchasers of health care products and services; changes to regulations, including domestic and foreign health care reforms; trends toward health care cost containment; increased scrutiny of the health care industry by government agencies; financial instability of international economies and sovereign risk; disruptions due to natural disasters; manufacturing difficulties or delays, internally or within the supply chain; 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 Johnson & Johnson's Annual Report on Form 10-K for the fiscal year ended December 29, 2013, including Exhibit 99 thereto, and the company's subsequent filings with the Securities and Exchange Commission. Copies of these filings are available online at www.sec.gov, www.investor.jnj.com or on request from Johnson & Johnson. Any forward-looking statement made in this release speaks only as of the date of this release. 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	
	2014	**2013**	Total	Operations	Currency	**2014**	**2013**	Total	Operations	Currency
Sales to customers by segment of business										
Consumer										
U.S.	**$ 1,173**	**1,225**	(4.2) %	(4.2)	-	**$ 3,802**	**3,899**	(2.5) %	(2.5)	-
International	**2,416**	**2,386**	1.3	2.6	(1.3)	**7,088**	**7,045**	0.6	3.0	(2.4)
	3,589	**3,611**	(0.6)	0.3	(0.9)	**10,890**	**10,944**	(0.5)	1.1	(1.6)
Pharmaceutical										
U.S.	**4,723**	**3,549**	33.1	33.1	-	**13,076**	**10,397**	25.8	25.8	-
International	**3,584**	**3,487**	2.8	4.1	(1.3)	**11,238**	**10,432**	7.7	9.1	(1.4)
	8,307	**7,036**	18.1	18.7	(0.6)	**24,314**	**20,829**	16.7	17.4	(0.7)
Med Devices & Diagnostics										
U.S.	**2,946**	**3,151**	(6.5)	(6.5)	-	**9,300**	**9,600**	(3.1)	(3.1)	-
International	**3,625**	**3,777**	(4.0)	(2.8)	(1.2)	**11,573**	**11,584**	(0.1)	1.5	(1.6)
	6,571	**6,928**	(5.2)	(4.6)	(0.6)	**20,873**	**21,184**	(1.5)	(0.6)	(0.9)
U.S.	**8,842**	**7,925**	11.6	11.6	-	**26,178**	**23,896**	9.5	9.5	-
International	**9,625**	**9,650**	(0.3)	1.0	(1.3)	**29,899**	**29,061**	2.9	4.6	(1.7)
Worldwide	**$18,467**	**17,575**	5.1 %	5.8	(0.7)	**$56,077**	**52,957**	5.9 %	6.8	(0.9)

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)	THIRD QUARTER					NINE MONTHS				
				Percent Change					Percent Change	
	2014	**2013**	Total	Operations	Currency	**2014**	**2013**	Total	Operations	Currency
Sales to customers by geographic area										
U.S.	**$ 8,842**	**7,925**	11.6 %	11.6	-	**$26,178**	**23,896**	9.5 %	9.5	-
Europe	**4,446**	**4,478**	(0.7)	(0.8)	0.1	**14,387**	**13,631**	5.5	3.3	2.2
Western Hemisphere excluding U.S.	**1,820**	**1,842**	(1.2)	3.5	(4.7)	**5,378**	**5,530**	(2.7)	5.7	(8.4)
Asia-Pacific, Africa	**3,359**	**3,330**	0.9	2.0	(1.1)	**10,134**	**9,900**	2.4	5.8	(3.4)
International	**9,625**	**9,650**	(0.3)	1.0	(1.3)	**29,899**	**29,061**	2.9	4.6	(1.7)
Worldwide	**$18,467**	**17,575**	5.1 %	5.8	(0.7)	**$56,077**	**52,957**	5.9 %	6.8	(0.9)

Johnson & Johnson and Subsidiaries
Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)	THIRD QUARTER				
	2014		**2013**		Percent
	Amount	**Percent to Sales**	**Amount**	**Percent to Sales**	Increase (Decrease)
Sales to customers	**$ 18,467**	**100.0**	**$ 17,575**	**100.0**	5.1
Cost of products sold	**5,399**	**29.2**	**5,344**	**30.4**	1.0
Selling, marketing and administrative expenses	**5,468**	**29.6**	**5,314**	**30.2**	2.9
Research and development expense	**2,023**	**11.0**	**2,042**	**11.6**	(0.9)
In-process research and development	**-**	**-**	**178**	**1.0**	
Interest (income) expense, net	**112**	**0.6**	**87**	**0.5**	
Other (income) expense, net	**(1,345)**	**(7.3)**	**943**	**5.4**	
Earnings before provision for taxes on income	**6,810**	**36.9**	**3,667**	**20.9**	85.7
Provision for taxes on income	**2,061**	**11.2**	**685**	**3.9**	200.9
Net earnings	**$ 4,749**	**25.7**	**$ 2,982**	**17.0**	59.3
Net earnings per share (Diluted)	**$ 1.66**		**$ 1.04**		59.6
Average shares outstanding (Diluted)	**2,864.3**		**2,881.2**		
Effective tax rate	**30.3 %**		**18.7 %**		

Adjusted earnings before provision for taxes and net earnings (1)					
Earnings before provision for taxes on income	**$ 5,660**	**30.6**	**$ 4,831**	**27.5**	17.2
Net earnings	**$ 4,292**	**23.2**	**$ 3,919**	**22.3**	9.5
Net earnings per share (Diluted)	**$ 1.50**		**$ 1.36**		10.3
Effective tax rate	**24.2 %**		**18.9 %**		

(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**				
	2014		**2013**		Percent
	Amount	**Percent to Sales**	**Amount**	**Percent to Sales**	Increase (Decrease)
Sales to customers	**$ 56,077**	**100.0**	**$ 52,957**	**100.0**	5.9
Cost of products sold	**16,893**	**30.1**	**16,387**	**30.9**	3.1
Selling, marketing and administrative expenses	**16,132**	**28.8**	**15,913**	**30.0**	1.4
Research and development expense	**5,859**	**10.5**	**5,772**	**10.9**	1.5
In-process research and development	**22**	**0.0**	**242**	**0.5**	
Interest (income) expense, net	**344**	**0.6**	**292**	**0.6**	
Other (income) expense, net	**(1,033)**	**(1.8)**	**1,630**	**3.1**	
Earnings before provision for taxes on income	**17,860**	**31.8**	**12,721**	**24.0**	40.4
Provision for taxes on income	**4,058**	**7.2**	**2,409**	**4.5**	68.5
Net earnings	**$ 13,802**	**24.6**	**$ 10,312**	**19.5**	33.8
Net earnings per share (Diluted)	**$ 4.81**		**$ 3.58**		34.4
Average shares outstanding (Diluted)	**2,871.2**		**2,879.0**		
Effective tax rate	**22.7 %**		**18.9 %**		
Adjusted earnings before provision for taxes and net earnings (1)					
Earnings before provision for taxes on income	**$ 17,270**	**30.8**	**$ 15,260**	**28.8**	13.2
Net earnings	**$ 13,493**	**24.1**	**$ 12,315**	**23.3**	9.6
Net earnings per share (Diluted)	**$ 4.70**		**$ 4.28**		9.8
Effective tax rate	**21.9 %**		**19.3 %**		

(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 2014	2013	%Incr. / (Decr.)	Nine Months YTD 2014	2013	% Incr. / (Decr.)
Earnings before provision for taxes on income - as reported	$ 6,810	3,667	85.7 %	$ 17,860	12,721	40.4 %
Ortho-Clinical Diagnostics divestiture net gain	(1,948)	-		(1,948)	-	
Litigation expenses	285	872		561	1,776	
Additional year of Branded Prescription Drug Fee	220	-		220	-	
Synthes integration/transaction costs	167	122		429	502	
In-process research and development	-	178		22	242	
DePuy ASR ™Hip program	126	35		126	117	
Other	-	(43)		-	(98)	
Earnings before provision for taxes on income - as adjusted	$ 5,660	4,831	17.2 %	$ 17,270	15,260	13.2 %
Net Earnings - as reported	$ 4,749	2,982	59.3 %	$ 13,802	10,312	33.8 %
Ortho-Clinical Diagnostics divestiture net gain	(1,149)	-		(1,149)	-	
Litigation expenses	231	720		573 (1)	1,419	
Additional year of Branded Prescription Drug Fee	220	-		220	-	
Synthes integration/transaction costs	130	103		318	373	
In-process research and development	-	126		16	168	
DePuy ASR ™Hip program	111	31		111	122	
Tax benefit associated with Conor Medsystems	-	-		(398)	-	
Other	-	(43)		-	(79)	
Net Earnings - as adjusted	$ 4,292	3,919	9.5 %	$ 13,493	12,315	9.6 %
Diluted Net Earnings per share - as reported	$ 1.66	1.04	59.6 %	$ 4.81	3.58	34.4 %

Ortho-Clinical Diagnostics divestiture net gain	(0.40)	-		(0.40)	-					
Litigation expenses	0.08	0.25		0.19	0.49					
Additional year of Branded Prescription Drug Fee	0.08	-		0.08	-					
Synthes integration/transaction costs	0.04	0.04		0.11	0.13					
In-process research and development	-	0.04		0.01	0.06					
DePuy ASR ™ Hip program	0.04	0.01		0.04	0.04					
Tax benefit associated with Conor Medsystems	-	-		(0.14)	-					
Other	-	(0.02)		-	(0.02)					
Diluted Net Earnings per share - as adjusted	$ 1.50	1.36	10.3 %	$ 4.70	4.28	9.8 %				

(1) Includes adjustment to deferred tax asset related to deductibility by tax jurisdiction

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.

Johnson & Johnson

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2014	2013	Reported	Operational (1)	Currency	2014	2013	Reported	Operational (1)	Currency
CONSUMER SEGMENT (2)										
BABY CARE										
US	$ 102	99	3.0%	3.0%	-	$ 311	308	1.0%	1.0%	-
Intl	461	461	0.0%	1.4%	-1.4%	1,404	1,402	0.1%	4.1%	-4.0%
WW	563	560	0.5%	1.6%	-1.1%	1,715	1,710	0.3%	3.6%	-3.3%
ORAL CARE										
US	148	142	4.2%	4.2%	-	450	449	0.2%	0.2%	-
Intl	261	253	3.2%	3.6%	-0.4%	783	755	3.7%	5.9%	-2.2%
WW	409	395	3.5%	3.7%	-0.2%	1,233	1,204	2.4%	3.8%	-1.4%
OTC										
US	313	310	1.0%	1.0%	-	995	954	4.3%	4.3%	-
Intl	706	665	6.2%	7.9%	-1.7%	2,038	1,995	2.2%	3.8%	-1.6%
WW	1,019	975	4.5%	5.7%	-1.2%	3,033	2,949	2.8%	3.9%	-1.1%
SKIN CARE										
US	400	404	-1.0%	-1.0%	-	1,363	1,320	3.3%	3.3%	-
Intl	520	520	0.0%	0.8%	-0.8%	1,439	1,414	1.8%	3.1%	-1.3%
WW	920	924	-0.4%	0.0%	-0.4%	2,802	2,734	2.5%	3.2%	-0.7%
WOMEN'S HEALTH										
US	8	77	-89.6%	-89.6%	-	43	242	-82.2%	-82.2%	-
Intl	317	331	-4.2%	-1.7%	-2.5%	951	978	-2.8%	1.5%	-4.3%
WW	325	408	-20.3%	-18.3%	-2.0%	994	1,220	-18.5%	-15.0%	-3.5%
WOUND CARE/OTHER										
US	202	193	4.7%	4.7%	-	640	626	2.2%	2.2%	-
Intl	151	156	-3.2%	-3.3%	0.1%	473	501	-5.6%	-4.7%	-0.9%
WW	353	349	1.1%	1.1%	0.0%	1,113	1,127	-1.2%	-0.8%	-0.4%
TOTAL CONSUMER										
US	1,173	1,225	**-4.2%**	**-4.2%**	**-**	3,802	3,899	**-2.5%**	**-2.5%**	**-**
Intl	2,416	2,386	**1.3%**	**2.6%**	**-1.3%**	7,088	7,045	**0.6%**	**3.0%**	**-2.4%**
WW	$ 3,589	3,611	**-0.6%**	**0.3%**	**-0.9%**	$ 10,890	10,944	**-0.5%**	**1.1%**	**-1.6%**

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2014	2013	Reported	Operational (1)	Currency	2014	2013	Reported	Operational (1)	Currency
PHARMACEUTICAL SEGMENT (2) (3)										
IMMUNOLOGY										
US	$ 1,895	1,648	15.0%	15.0%	-	$ 5,295	4,865	8.8%	8.8%	-
Intl	746	695	7.3%	9.4%	-2.1%	2,320	1,923	20.6%	23.6%	-3.0%
WW	2,641	2,343	12.7%	13.3%	-0.6%	7,615	6,788	12.2%	13.1%	-0.9%
REMICADE										
US	$ 1,085	1,013	7.1%	7.1%	-	3,103	2,909	6.7%	6.7%	-
US Exports (4)	310	291	6.5%	6.5%	-	834	972	-14.2%	-14.2%	-
Intl	387	385	0.5%	3.3%	-2.8%	1,259	1,080	16.6%	21.1%	-4.5%
WW	1,782	1,689	5.5%	6.1%	-0.6%	5,196	4,961	4.7%	5.7%	-1.0%
SIMPONI/SIMPONI ARIA										
US	144	111	29.7%	29.7%	-	380	292	30.1%	30.1%	-
Intl	156	155	0.6%	2.3%	-1.7%	461	386	19.4%	21.7%	-2.3%
WW	300	266	12.8%	13.8%	-1.0%	841	678	24.0%	25.3%	-1.3%
STELARA										
US	356	233	52.8%	52.8%	-	978	692	41.3%	41.3%	-
Intl	187	137	36.5%	37.2%	-0.7%	549	395	39.0%	38.5%	0.5%
WW	543	370	46.8%	47.0%	-0.2%	1,527	1,087	40.5%	40.3%	0.2%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-

Intl	**16**	**18**	-11.1%	-11.8%	0.7%	**51**	**62**	-17.7%	-13.8%	-3.9%
WW	**16**	**18**	-11.1%	-11.8%	0.7%	**51**	**62**	-17.7%	-13.8%	-3.9%
INFECTIOUS DISEASES										
US	**967**	**278**	*	*	-	**2,548**	**775**	*	*	-
Intl	**594**	**543**	9.4%	9.9%	-0.5%	**1,975**	**1,831**	7.9%	8.2%	-0.3%
WW	**1,561**	**821**	90.1%	90.3%	-0.2%	**4,523**	**2,606**	73.6%	73.7%	-0.1%
EDURANT										
US	**7**	**4**	75.0%	75.0%	-	**18**	**10**	80.0%	80.0%	-
Intl	**95**	**60**	58.3%	57.6%	0.7%	**257**	**153**	68.0%	65.3%	2.7%
WW	**102**	**64**	59.4%	58.8%	0.6%	**275**	**163**	68.7%	66.1%	2.6%
INCIVO										
US	**-**	**-**	-	-	-	**-**	**-**	-	-	-
Intl	**38**	**76**	-50.0%	-49.1%	-0.9%	**221**	**410**	-46.1%	-45.6%	-0.5%
WW	**38**	**76**	-50.0%	-49.1%	-0.9%	**221**	**410**	-46.1%	-45.6%	-0.5%
OLYSIO/SOVRIAD										
US	**671**	**-**	*	*	-	**1,687**	**-**	*	*	-
Intl	**125**	**-**	*	*	0.0%	**294**	**-**	*	*	0.0%
WW	**796**	**-**	*	*	0.0%	**1,981**	**-**	*	*	0.0%
PREZISTA										
US	**234**	**215**	8.8%	8.8%	-	**687**	**578**	18.9%	18.9%	-
Intl	**212**	**195**	8.7%	8.8%	-0.1%	**696**	**634**	9.8%	9.4%	0.4%
WW	**446**	**410**	8.8%	8.9%	-0.1%	**1,383**	**1,212**	14.1%	13.9%	0.2%
OTHER INFECTIOUS DISEASES										
US	**55**	**59**	-6.8%	-6.8%	-	**156**	**187**	-16.6%	-16.6%	-
Intl	**124**	**212**	-41.5%	-39.9%	-1.6%	**507**	**634**	-20.0%	-19.3%	-0.7%
WW	**179**	**271**	-33.9%	-32.6%	-1.3%	**663**	**821**	-19.2%	-18.7%	-0.5%

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2014	**2013**	**Reported**	**Operational [1]**	**Currency**	**2014**	**2013**	**Reported**	**Operational [1]**	**Currency**
NEUROSCIENCE										
US	**606**	**601**	0.8%	0.8%	-	**1,807**	**1,973**	-8.4%	-8.4%	-
Intl	**965**	**991**	-2.6%	-1.3%	-1.3%	**3,029**	**3,043**	-0.5%	1.2%	-1.7%
WW	**1,571**	**1,592**	-1.3%	-0.5%	-0.8%	**4,836**	**5,016**	-3.6%	-2.6%	-1.0%
CONCERTA/METHYLPHENIDATE										
US	**34**	**38**	-10.5%	-10.5%	-	**97**	**262**	-63.0%	-63.0%	-
Intl	**101**	**104**	-2.9%	-0.7%	-2.2%	**333**	**351**	-5.1%	-2.3%	-2.8%
WW	**135**	**142**	-4.9%	-3.3%	-1.6%	**430**	**613**	-29.9%	-28.3%	-1.6%
INVEGA										
US	**89**	**82**	8.5%	8.5%	-	**264**	**229**	15.3%	15.3%	-
Intl	**67**	**65**	3.1%	4.7%	-1.6%	**215**	**200**	7.5%	9.1%	-1.6%
WW	**156**	**147**	6.1%	6.8%	-0.7%	**479**	**429**	11.7%	12.5%	-0.8%
INVEGA SUSTENNA/ XEPLION										
US	**215**	**180**	19.4%	19.4%	-	**599**	**502**	19.3%	19.3%	-
Intl	**188**	**144**	30.6%	31.2%	-0.6%	**571**	**396**	44.2%	43.8%	0.4%
WW	**403**	**324**	24.4%	24.7%	-0.3%	**1,170**	**898**	30.3%	30.1%	0.2%
RISPERDAL CONSTA										
US	**107**	**114**	-6.1%	-6.1%	-	**323**	**327**	-1.2%	-1.2%	-
Intl	**177**	**212**	-16.5%	-15.6%	-0.9%	**573**	**670**	-14.5%	-14.1%	-0.4%
WW	**284**	**326**	-12.9%	-12.3%	-0.6%	**896**	**997**	-10.1%	-9.9%	-0.2%
OTHER NEUROSCIENCE										
US	**161**	**187**	-13.9%	-13.9%	-	**524**	**653**	-19.8%	-19.8%	-
Intl	**432**	**466**	-7.3%	-5.7%	-1.6%	**1,337**	**1,426**	-6.2%	-3.5%	-2.7%
WW	**593**	**653**	-9.2%	-8.1%	-1.1%	**1,861**	**2,079**	-10.5%	-8.6%	-1.9%
ONCOLOGY										
US	**305**	**227**	34.4%	34.4%	-	**823**	**632**	30.2%	30.2%	-
Intl	**807**	**754**	7.0%	8.3%	-1.3%	**2,422**	**2,028**	19.4%	20.1%	-0.7%
WW	**1,112**	**981**	13.4%	14.4%	-1.0%	**3,245**	**2,660**	22.0%	22.5%	-0.5%
VELCADE										
US	**-**	**-**	-	-	-	**-**	**-**	-	-	-
Intl	**389**	**404**	-3.7%	-2.0%	-1.7%	**1,200**	**1,136**	5.6%	7.1%	-1.5%
WW	**389**	**404**	-3.7%	-2.0%	-1.7%	**1,200**	**1,136**	5.6%	7.1%	-1.5%
ZYTIGA										
US	**252**	**204**	23.5%	23.5%	-	**716**	**539**	32.8%	32.8%	-
Intl	**316**	**260**	21.5%	22.2%	-0.7%	**926**	**664**	39.5%	38.8%	0.7%
WW	**568**	**464**	22.4%	22.8%	-0.4%	**1,642**	**1,203**	36.5%	36.1%	0.4%
OTHER ONCOLOGY										
US	**53**	**23**	*	*	-	**107**	**93**	15.1%	15.1%	-
Intl	**102**	**90**	13.3%	14.6%	-1.3%	**296**	**228**	29.8%	30.4%	-0.6%
WW	**155**	**113**	37.2%	38.3%	-1.1%	**403**	**321**	25.5%	25.9%	-0.4%

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2014	**2013**	**Reported**	**Operational [1]**	**Currency**	**2014**	**2013**	**Reported**	**Operational [1]**	**Currency**
TOTAL OTHER										
US	**950**	**795**	19.5%	19.5%	-	**2,603**	**2,152**	21.0%	21.0%	-
Intl	**472**	**504**	-6.3%	-5.3%	-1.0%	**1,492**	**1,607**	-7.2%	-6.4%	-0.8%
WW	**1,422**	**1,299**	9.5%	9.9%	-0.4%	**4,095**	**3,759**	8.9%	9.3%	-0.4%
PROCRIT/EPREX										
US	**184**	**204**	-9.8%	-9.8%	-	**538**	**627**	-14.2%	-14.2%	-
Intl	**123**	**140**	-12.1%	-11.4%	-0.7%	**398**	**430**	-7.4%	-7.1%	-0.3%
WW	**307**	**344**	-10.8%	-10.5%	-0.3%	**936**	**1,057**	-11.4%	-11.3%	-0.1%
XARELTO										
US	**414**	**246**	68.3%	68.3%	-	**1,094**	**593**	84.5%	84.5%	-

Intl	-	-	-	-	-	-	-	-	-	-
WW	414	246	68.3%	68.3%	-	1,094	593	84.5%	84.5%	-
OTHER										
US	352	345	2.0%	2.0%	-	971	932	4.2%	4.2%	-
Intl	349	364	-4.1%	-3.0%	-1.1%	1,094	1,177	-7.1%	-6.1%	-1.0%
WW	701	709	-1.1%	-0.5%	-0.6%	2,065	2,109	-2.1%	-1.5%	-0.6%
TOTAL PHARMACEUTICAL										
US	4,723	3,549	33.1%	33.1%	-	13,076	10,397	25.8%	25.8%	-
Intl	3,584	3,487	2.8%	4.1%	-1.3%	11,238	10,432	7.7%	9.1%	-1.4%
WW	$ 8,307	7,036	18.1%	18.7%	-0.6%	$ 24,314	20,829	16.7%	17.4%	-0.7%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD ($MM)

	THIRD QUARTER					NINE MONTHS				
			% Change					% Change		
	2014	2013	Reported	Operational (1)	Currency	2014	2013	Reported	Operational (1)	Currency
MEDICAL DEVICES AND DIAGNOSTICS (2) (3)										
CARDIOVASCULAR CARE										
US	$ 221	196	12.8%	12.8%	-	$ 640	598	7.0%	7.0%	-
Intl	321	305	5.2%	6.6%	-1.4%	1,010	945	6.9%	8.3%	-1.4%
WW	542	501	8.2%	9.0%	-0.8%	1,650	1,543	6.9%	7.8%	-0.9%
DIABETES CARE										
US	244	237	3.0%	3.0%	-	658	779	-15.5%	-15.5%	-
Intl	314	320	-1.9%	-0.1%	-1.8%	970	967	0.3%	1.5%	-1.2%
WW	558	557	0.2%	1.3%	-1.1%	1,628	1,746	-6.8%	-6.1%	-0.7%
DIAGNOSTICS (5)										
US	-	222	**	**	-	456	711	-35.9%	-35.9%	-
Intl	44	237	-81.4%	-80.9%	-0.5%	492	708	-30.5%	-28.8%	-1.7%
WW	44	459	-90.4%	-90.1%	-0.3%	948	1,419	-33.2%	-32.4%	-0.8%
ORTHOPAEDICS										
US	1,272	1,232	3.2%	3.2%	-	3,858	3,767	2.4%	2.4%	-
Intl	1,072	1,051	2.0%	2.4%	-0.4%	3,376	3,286	2.7%	3.5%	-0.8%
WW	2,344	2,283	2.7%	2.9%	-0.2%	7,234	7,053	2.6%	3.0%	-0.4%
SPECIALTY SURGERY/OTHER (6)										
US	413	412	0.2%	0.2%	-	1,254	1,242	1.0%	1.0%	-
Intl	445	434	2.5%	4.1%	-1.6%	1,383	1,333	3.8%	6.0%	-2.2%
WW	858	846	1.4%	2.2%	-0.8%	2,637	2,575	2.4%	3.6%	-1.2%
SURGICAL CARE										
US	564	587	-3.9%	-3.9%	-	1,654	1,695	-2.4%	-2.4%	-
Intl	957	947	1.1%	2.4%	-1.3%	2,950	2,935	0.5%	2.1%	-1.6%
WW	1,521	1,534	-0.8%	0.0%	-0.8%	4,604	4,630	-0.6%	0.4%	-1.0%
VISION CARE										
US	232	265	-12.5%	-12.5%	-	780	808	-3.5%	-3.5%	-
Intl	472	483	-2.3%	-0.2%	-2.1%	1,392	1,410	-1.3%	1.8%	-3.1%
WW	704	748	-5.9%	-4.5%	-1.4%	2,172	2,218	-2.1%	-0.1%	-2.0%
TOTAL MEDICAL DEVICES AND DIAGNOSTICS										
US	2,946	3,151	-6.5%	-6.5%	-	9,300	9,600	-3.1%	-3.1%	-
Intl	3,625	3,777	-4.0%	-2.8%	-1.2%	11,573	11,584	-0.1%	1.5%	-1.6%
WW	$ 6,571	6,928	-5.2%	-4.6%	-0.6%	$ 20,873	21,184	-1.5%	-0.6%	-0.9%

* Percentage greater than 100%
** Not meaningful
(1) Operational growth excludes the effect of translational currency
(2) Unaudited
(3) Prior year amounts have been reclassified to conform to current year product disclosure
(4) Reported as U.S. sales
(5) Reflects Diagnostics divestiture June 30, 2014
(6) Infection Prevention now reflected in Specialty Surgery/Other, previously reported independently

SOURCE Johnson & Johnson

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