

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

FOURTH QUARTER

Percent Change

2011 **2010** Total Operations Currency

**Sales to customers by
segment of business**

Consumer					
U.S.	\$ 1,248	1,219	2.4 %	2.4	-
International	2,420	2,391	1.2	2.8	(1.6)
	3,668	3,610	1.6	2.7	(1.1)
Pharmaceutical					
U.S.	2,887	3,149	(8.3)	(8.3)	-
International	3,207	2,561	25.2	25.0	0.2
	6,094	5,710	6.7	6.6	0.1
Med Devices & Diagnostics					
U.S.	2,850	2,861	(0.4)	(0.4)	-
International	3,643	3,463	5.2	4.6	0.6
	6,493	6,324	2.7	2.4	0.3
U.S.	6,985	7,229	(3.4)	(3.4)	-
International	9,270	8,415	10.2	10.4	(0.2)
Worldwide	\$ 16,255	15,644	3.9 %	4.0	(0.1)

TWELVE MONTHS

Percent Change

2011 **2010** Total Operations Currency

	\$ 5,151	5,519	(6.7) %	(6.7)	-
	9,732	9,071	7.3	2.9	4.4
	14,883	14,590	2.0	(0.7)	2.7
	12,386	12,519	(1.1)	(1.1)	-
	11,982	9,877	21.3	15.5	5.8
	24,368	22,396	8.8	6.2	2.6
	11,371	11,412	(0.4)	(0.4)	-
	14,408	13,189	9.2	3.4	5.8
	25,779	24,601	4.8	1.7	3.1
	28,908	29,450	(1.8)	(1.8)	-
	36,122	32,137	12.4	7.0	5.4
	\$ 65,030	61,587	5.6 %	2.8	2.8

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

FOURTH QUARTER

	2011	2010	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 6,985	7,229	(3.4) %	(3.4)	-
Europe	4,279	3,947	8.4	9.4	(1.0)
Western Hemisphere excluding U.S.	1,688	1,471	14.8	17.8	(3.0)
Asia-Pacific, Africa	3,303	2,997	10.2	7.9	2.3
International	9,270	8,415	10.2	10.4	(0.2)
Worldwide	\$ 16,255	15,644	3.9 %	4.0	(0.1)

TWELVE MONTHS

	2011	2010	Percent Change		
			Total	Operations	Currency
	\$ 28,908	29,450	(1.8) %	(1.8)	-
	17,129	15,510	10.4	5.3	5.1
	6,418	5,550	15.6	12.2	3.4
	12,575	11,077	13.5	6.6	6.9
	36,122	32,137	12.4	7.0	5.4
	\$ 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	
Sales to customers	\$ 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)
Net earnings	\$ 218	1.3	\$ 1,942	12.4	(88.8)

Net earnings per share (Diluted) \$ 0.08 \$ 0.70 (88.6)

Average shares outstanding (Diluted) 2,768.9 2,781.6

Effective tax rate 31.4 % 12.8 %

Adjusted earnings before provision for taxes and net earnings					
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	
Sales to customers	\$ 65,030	100.0	\$ 61,587	100.0	5.6
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)
Net earnings	\$ 9,672	14.9	\$ 13,334	21.7	(27.5)

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 %

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

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



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

	FOURTH QUARTER					TWELVE MONTHS				
	2011	2010	% Change			2011	2010	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
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%

ORAL CARE

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%

OTC/NUTRITIONALS

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%

SKIN CARE

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%

WOMEN'S HEALTH

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%

WOUND CARE/OTHER

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%

TOTAL CONSUMER

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 ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ^{(2) (4)}										
ACIPHEX/PARIET										
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%
CONCERTA/METHYLPHENIDATE										
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%
DOXIL/CAELYX										
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%
DURAGESIC/FENTANYL TRANSDERMAL										
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%
LEVAQUIN/FLOXIN										
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%
PREZISTA										
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%
PROCRIT/EPREX										
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%
REMICADE										
US	776	679	14.3%	14.3%	-	3,276	3,099	5.7%	5.7%	-
US Exports ⁽³⁾	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%
RISPERDAL/RISPERIDONE										
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%
RISPERDAL CONSTA										
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%
TOPAMAX										
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%
VELCADE										
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%
OTHER										
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%
TOTAL PHARMACEUTICAL										
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)

MAJOR NEW PHARM PRODUCTS ⁽⁴⁾
(INCLUDED IN OTHER)

INTELENCE

	FOURTH QUARTER			TWELVE MONTHS		
	2011	2010	Total % Change	2011	2010	Total % Change
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%

INVEGA

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%

SIMPONI

US	62	56	10.7%	235	193	21.8%
Intl	57	9	*	175	33	*
WW	119	65	83.1%	410	226	81.4%

STELARA

US	126	73	72.6%	443	240	84.6%
Intl	81	47	72.3%	295	153	92.8%
WW	207	120	72.5%	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⁽¹⁾	Currency			Reported	Operational⁽¹⁾	Currency
MEDICAL DEVICES AND DIAGNOSTICS⁽²⁾										
CARDIOVASCULAR CARE⁽⁵⁾										
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%
DEPUY										
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%
DIABETES CARE										
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%
ETHICON										
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%
ETHICON ENDO-SURGERY										
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%
ORTHO-CLINICAL DIAGNOSTICS										
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%
VISION CARE										
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%
TOTAL MEDICAL DEVICES AND DIAGNOSTICS										
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

<i>(Dollars in Millions Except Per Share Data)</i>	Fourth Quarter		% Inc. / (Decr.)	Twelve Months		% Inc. / (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 TM 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	<u>\$ 3,657</u>	<u>3,451</u>	<u>6.0 %</u>	<u>\$ 17,353</u>	<u>16,830</u>	<u>3.1 %</u>
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 TM 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	<u>\$ 3,129</u>	<u>2,864</u>	<u>9.3 %</u>	<u>\$ 13,867</u>	<u>13,279</u>	<u>4.4 %</u>
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 TM 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	<u>\$ 1.13</u>	<u>1.03</u>	<u>9.7 %</u>	<u>\$ 5.00</u>	<u>4.76</u>	<u>5.0 %</u>

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.