

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

	FIRST QUARTER				
	2012	2011	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,316	1,345	(2.2) %	(2.2)	-
International	2,279	2,337	(2.5)	0.4	(2.9)
	3,595	3,682	(2.4)	(0.6)	(1.8)
Pharmaceutical					
U.S.	3,026	3,391	(10.8)	(10.8)	-
International	3,107	2,668	16.5	19.6	(3.1)
	6,133	6,059	1.2	2.6	(1.4)
Med Devices & Diagnostics					
U.S.	2,877	2,872	0.2	0.2	-
International	3,534	3,560	(0.7)	0.7	(1.4)
	6,411	6,432	(0.3)	0.5	(0.8)
U.S.	7,219	7,608	(5.1)	(5.1)	-
International	8,920	8,565	4.1	6.4	(2.3)
Worldwide	\$ 16,139	16,173	(0.2) %	1.0	(1.2)

Johnson & Johnson and Subsidiaries
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	FIRST QUARTER				
			Percent Change		
	2012	2011	Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 7,219	7,608	(5.1) %	(5.1)	-
Europe	4,194	4,183	0.3	4.5	(4.2)
Western Hemisphere excluding U.S.	1,714	1,436	19.4	23.3	(3.9)
Asia-Pacific, Africa	3,012	2,946	2.2	1.2	1.0
International	8,920	8,565	4.1	6.4	(2.3)
Worldwide	\$ 16,139	16,173	(0.2) %	1.0	(1.2)

Johnson & Johnson and Subsidiaries
Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

FIRST QUARTER

	2012		2011		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 16,139	100.0	\$ 16,173	100.0	(0.2)
Cost of products sold	4,915	30.4	4,778	29.5	2.9
Selling, marketing and administrative expenses	5,015	31.1	5,056	31.3	(0.8)
Research and development expense	1,645	10.2	1,738	10.8	(5.4)
Interest (income)expense, net	130	0.8	104	0.6	25.0
Other (income)expense, net	(611)	(3.8)	(13)	(0.1)	
Earnings before provision for taxes on income	5,045	31.3	4,510	27.9	11.9
Provision for taxes on income	1,135	7.1	1,034	6.4	9.8
Net earnings	\$ 3,910	24.2	\$ 3,476	21.5	12.5

Net earnings per share (Diluted)	\$ 1.41	\$ 1.25	12.8
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Average shares outstanding (Diluted)	2,774.9	2,772.7
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Effective tax rate	22.5 %	22.9 %
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Adjusted earnings before provision for taxes and net earnings (1) (A)

Earnings before provision for taxes on income	\$ 4,928	30.5	\$ 4,856	30.0	1.5
Net earnings	\$ 3,804	23.6	\$ 3,747	23.2	1.5
Net earnings per share (Diluted)	\$ 1.37		\$ 1.35		1.5
Effective tax rate	22.8 %		22.8 %		

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

(A) NON-GAAP FINANCIAL MEASURES "Adjusted earnings before provision for taxes on income," "adjusted net earnings," "adjusted net earnings per share (diluted)," and "adjusted effective tax rate" are non-GAAP financial measures and should not be considered replacements for GAAP results. The Company provides earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate on an adjusted basis because management believes that these measures provide useful information to investors. Among other things, these measures may assist investors in evaluating the Company's results of operations period over period. In various periods, these measures may exclude such items as significant costs associated with acquisitions, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters). Special items may be highly variable, difficult to predict, and of a size that sometimes has substantial impact on the Company's reported results of operations for a period. Management uses these measures internally for planning, forecasting and evaluating the performances of the Company's businesses, including allocating resources and evaluating results relative to employee performance compensation targets. Unlike earnings before provision for taxes on income, net earnings, net earnings per share (diluted), and effective tax rate prepared in accordance with GAAP, adjusted earnings before provision for taxes on income, adjusted net earnings, adjusted net earnings per share (diluted), and adjusted effective tax rate may not be comparable with the calculation of similar measures for other companies. These non-GAAP financial measures are presented solely to permit investors to more fully understand how management assesses the performance of the Company. The limitations of using these non-GAAP financial measures as performance measures are that they provide a view of the Company's results of operations without including all events during a period, such as the effects of an acquisition, restructuring, litigation, and changes in applicable laws and regulations (including significant accounting or tax matters) and do not provide a comparable view of the Company's performance to other companies in the health care industry. Investors should consider non-GAAP financial measures in addition to, and not as replacements for, or superior to, measures of financial performance prepared in accordance with GAAP.

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

<i>(Dollars in Millions Except Per Share Data)</i>	First Quarter		% Inc. / (Decr.)
	2012	2011	
Earnings before provision for taxes on income - as reported	\$ 5,045	4,510	11.9 %
Litigation/DePuy ASR™ Hip related costs	-	346	
Currency related and costs associated with planned acquisition of Synthes, Inc.	(117)	-	
Earnings before provision for taxes on income - as adjusted	<u>\$ 4,928</u>	<u>4,856</u>	<u>1.5 %</u>
Net Earnings - as reported	\$ 3,910	3,476	12.5 %
Litigation/DePuy ASR™ Hip related costs	-	271	
Currency related and costs associated with planned acquisition of Synthes, Inc.	(106)	-	
Net Earnings - as adjusted	<u>\$ 3,804</u>	<u>3,747</u>	<u>1.5 %</u>
Diluted Net Earnings per share - as reported	\$ 1.41	1.25	12.8 %
Litigation/DePuy ASR™ Hip related costs	-	0.10	
Currency related and costs associated with planned acquisition of Synthes, Inc.	(0.04)	-	
Diluted Net Earnings per share - as adjusted	<u>\$ 1.37</u>	<u>1.35</u>	<u>1.5 %</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.



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾					
BABY CARE					
US	\$ 99	105	-5.7%	-5.7%	-
Intl	441	456	-3.3%	-0.4%	-2.9%
WW	540	561	-3.7%	-1.4%	-2.3%
ORAL CARE					
US	155	163	-4.9%	-4.9%	-
Intl	232	228	1.8%	4.7%	-2.9%
WW	387	391	-1.0%	0.7%	-1.7%
OTC/NUTRITIONALS					
US	381	397	-4.0%	-4.0%	-
Intl	723	732	-1.2%	1.7%	-2.9%
WW	1,104	1,129	-2.2%	-0.3%	-1.9%
SKIN CARE					
US	453	426	6.3%	6.3%	-
Intl	454	473	-4.0%	-1.7%	-2.3%
WW	907	899	0.9%	2.1%	-1.2%
WOMEN'S HEALTH					
US	93	125	-25.6%	-25.6%	-
Intl	316	334	-5.4%	-1.7%	-3.7%
WW	409	459	-10.9%	-8.2%	-2.7%
WOUND CARE/OTHER					
US	135	129	4.7%	4.7%	-
Intl	113	114	-0.9%	1.7%	-2.6%
WW	248	243	2.1%	3.3%	-1.2%
TOTAL CONSUMER					
US	1,316	1,345	-2.2%	-2.2%	-
Intl	2,279	2,337	-2.5%	0.4%	-2.9%
WW	\$ 3,595	3,682	-2.4%	-0.6%	-1.8%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2012	2011	% Change		Currency
			Reported	Operational ⁽¹⁾	
PHARMACEUTICAL SEGMENT ^{(2) (4)}					
IMMUNOLOGY					
US	\$ 1,453	1,436	1.2%	1.2%	-
Intl	442	144	*	*	-2.2%
WW	1,895	1,580	19.9%	20.5%	-0.6%
REMICADE					
US	882	788	11.9%	11.9%	-
US Exports ⁽³⁾	378	490	-22.9%	-22.9%	-
Intl	261	7	*	*	-2.2%
WW	1,521	1,285	18.4%	18.4%	0.0%
SIMPONI					
US	64	53	20.8%	20.8%	-
Intl	52	42	23.8%	25.0%	-1.2%
WW	116	95	22.1%	22.6%	-0.5%
STELARA					
US	129	105	22.9%	22.9%	-
Intl	92	61	50.8%	53.9%	-3.1%
WW	221	166	33.1%	34.8%	-1.7%
OTHER IMMUNOLOGY					
US	-	-	-	-	-
Intl	37	34	8.8%	10.7%	-1.9%
WW	37	34	8.8%	10.7%	-1.9%
INFECTIOUS DISEASES					
US	242	624	-61.2%	-61.2%	-
Intl	513	307	67.1%	70.5%	-3.4%
WW	755	931	-18.9%	-17.0%	-1.9%
INTELENCE					
US	43	38	13.2%	13.2%	-
Intl	37	31	19.4%	23.0%	-3.6%
WW	80	69	15.9%	17.8%	-1.9%
LEVAQUIN/FLOXIN					
US	18	422	-95.7%	-95.7%	-
Intl	11	12	-8.3%	-4.8%	-3.5%
WW	29	434	-93.3%	-93.2%	-0.1%
PREZISTA					
US	160	126	27.0%	27.0%	-
Intl	164	140	17.1%	20.9%	-3.8%
WW	324	266	21.8%	24.1%	-2.3%
OTHER INFECTIOUS DISEASES					
US	21	38	-44.7%	-44.7%	-
Intl	301	124	*	*	-3.2%
WW	322	162	98.8%	*	-3.0%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE					
US	\$ 674	688	-2.0%	-2.0%	-
Intl	973	1,057	-7.9%	-5.8%	-2.1%
WW	<u>1,647</u>	<u>1,745</u>	-5.6%	-4.3%	-1.3%
CONCERTA/METHYLPHENIDATE					
US	197	254	-22.4%	-22.4%	-
Intl	111	108	2.8%	5.8%	-3.0%
WW	<u>308</u>	<u>362</u>	-14.9%	-14.0%	-0.9%
INVEGA					
US	69	69	0.0%	0.0%	-
Intl	52	51	2.0%	3.7%	-1.7%
WW	<u>121</u>	<u>120</u>	0.8%	1.5%	-0.7%
INVEGA SUSTENNA					
US	100	65	53.8%	53.8%	-
Intl	61	-	100.0%	100.0%	-
WW	<u>161</u>	<u>65</u>	*	*	-
RISPERDAL CONSTA					
US	113	114	-0.9%	-0.9%	-
Intl	248	290	-14.5%	-11.8%	-2.7%
WW	<u>361</u>	<u>404</u>	-10.6%	-8.7%	-1.9%
OTHER NEUROSCIENCE					
US	195	186	4.8%	4.8%	-
Intl	501	608	-17.6%	-16.2%	-1.4%
WW	<u>696</u>	<u>794</u>	-12.3%	-11.2%	-1.1%
ONCOLOGY					
US	107	64	67.2%	67.2%	-
Intl	489	375	30.4%	33.7%	-3.3%
WW	<u>596</u>	<u>439</u>	35.8%	38.5%	-2.7%
DOXIL/CAELYX					
US	7	64	-89.1%	-89.1%	-
Intl	17	75	-77.3%	-76.2%	-1.1%
WW	<u>24</u>	<u>139</u>	-82.7%	-82.1%	-0.6%
VELCADE					
US	-	-	-	-	-
Intl	353	280	26.1%	29.3%	-3.2%
WW	<u>353</u>	<u>280</u>	26.1%	29.3%	-3.2%
ZYTIGA					
US	100	-	100.0	100.0	-
Intl	100	5	*	*	-1.9%
WW	<u>200</u>	<u>5</u>	*	*	-1.9%
OTHER ONCOLOGY					
US	-	-	-	-	-
Intl	19	15	26.7%	29.7%	-3.0%
WW	<u>19</u>	<u>15</u>	26.7%	29.7%	-3.0%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency
<u>TOTAL OTHER</u>					
US	\$ 550	579	-5.0%	-5.0%	-
Intl	690	785	-12.1%	-10.0%	-2.1%
WW	<u>1,240</u>	<u>1,364</u>	-9.1%	-7.9%	-1.2%
 <u>ACIPHEX/PARIET</u>					
US	96	109	-11.9%	-11.9%	-
Intl	126	130	-3.1%	-	-3.1%
WW	<u>222</u>	<u>239</u>	-7.1%	-5.4%	-1.7%
 <u>PROCIT/EPREX</u>					
US	204	190	7.4%	7.4%	-
Intl	172	207	-16.9%	-14.0%	-2.9%
WW	<u>376</u>	<u>397</u>	-5.3%	-3.8%	-1.5%
 <u>OTHER</u>					
US	250	280	-10.7%	-10.7%	-
Intl	392	448	-12.5%	-11.1%	-1.4%
WW	<u>642</u>	<u>728</u>	-11.8%	-11.0%	-0.8%
 <u>TOTAL PHARMACEUTICAL</u>					
US	3,026	3,391	-10.8%	-10.8%	-
Intl	3,107	2,668	16.5%	19.6%	-3.1%
WW	<u>\$ 6,133</u>	<u>6,059</u>	1.2%	2.6%	-1.4%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency
MEDICAL DEVICES AND DIAGNOSTICS ⁽²⁾⁽⁴⁾					
<u>CARDIOVASCULAR CARE</u>					
US	\$ 176	242	-27.3%	-27.3%	-
Intl	306	393	-22.1%	-21.2%	-0.9%
WW	<u>482</u>	<u>635</u>	-24.1%	-23.5%	-0.6%
<u>DIABETES CARE</u>					
US	352	311	13.2%	13.2%	-
Intl	318	326	-2.5%	0.2%	-2.7%
WW	<u>670</u>	<u>637</u>	5.2%	6.6%	-1.4%
<u>DIAGNOSTICS</u>					
US	253	265	-4.5%	-4.5%	-
Intl	259	256	1.2%	2.5%	-1.3%
WW	<u>512</u>	<u>521</u>	-1.7%	-1.1%	-0.6%
<u>GENERAL SURGERY</u>					
US	593	596	-0.5%	-0.5%	-
Intl	1,032	1,025	0.7%	2.6%	-1.9%
WW	<u>1,625</u>	<u>1,621</u>	0.2%	1.4%	-1.2%
<u>INFECTION PREVENTION/OTHER</u>					
US	116	95	22.1%	22.1%	-
Intl	128	121	5.8%	6.5%	-0.7%
WW	<u>244</u>	<u>216</u>	13.0%	13.4%	-0.4%
<u>ORTHOPAEDICS</u>					
US	783	811	-3.5%	-3.5%	-
Intl	710	692	2.6%	4.1%	-1.5%
WW	<u>1,493</u>	<u>1,503</u>	-0.7%	0.0%	-0.7%
<u>SPECIALTY SURGERY</u>					
US	327	296	10.5%	10.5%	-
Intl	301	281	7.1%	9.3%	-2.2%
WW	<u>628</u>	<u>577</u>	8.8%	9.9%	-1.1%
<u>VISION CARE</u>					
US	277	256	8.2%	8.2%	-
Intl	480	466	3.0%	2.6%	0.4%
WW	<u>757</u>	<u>722</u>	4.8%	4.5%	0.3%
<u>TOTAL MEDICAL DEVICES AND DIAGNOSTICS</u>					
US	2,877	2,872	0.2%	0.2%	-
Intl	3,534	3,560	-0.7%	0.7%	-1.4%
WW	<u>\$ 6,411</u>	<u>6,432</u>	-0.3%	0.5%	-0.8%

* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Reported as U.S. sales

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