

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	SECOND QUARTER				
	2011	2010	Percent Change		
			Total	Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,339	1,463	(8.5) %	(8.5)	-
International	2,454	2,184	12.4	2.8	9.6
	3,793	3,647	4.0	(1.8)	5.8
Pharmaceutical					
U.S.	3,239	3,110	4.1	4.1	-
International	2,994	2,443	22.6	10.7	11.9
	6,233	5,553	12.2	7.0	5.2
Med Devices & Diagnostics					
U.S.	2,869	2,865	0.1	0.1	-
International	3,702	3,265	13.4	2.2	11.2
	6,571	6,130	7.2	1.3	5.9
U.S.	7,447	7,438	0.1	0.1	-
International	9,150	7,892	15.9	4.9	11.0
Worldwide	\$ 16,597	15,330	8.3 %	2.6	5.7

	SIX MONTHS				
	2011	2010	Percent Change		
			Total	Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 2,684	3,023	(11.2) %	(11.2)	-
International	4,791	4,390	9.1	2.6	6.5
	7,475	7,413	0.8	(3.0)	3.8
Pharmaceutical					
U.S.	6,630	6,316	5.0	5.0	-
International	5,662	4,875	16.1	8.9	7.2
	12,292	11,191	9.8	6.7	3.1
Med Devices & Diagnostics					
U.S.	5,741	5,751	(0.2)	(0.2)	-
International	7,262	6,606	9.9	2.5	7.4
	13,003	12,357	5.2	1.3	3.9
U.S.	15,055	15,090	(0.2)	(0.2)	-
International	17,715	15,871	11.6	4.6	7.0
Worldwide	\$ 32,770	30,961	5.8 %	2.2	3.6

Johnson & Johnson and Subsidiaries**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

SECOND QUARTER

	2011	2010	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 7,447	7,438	0.1 %	0.1	-
Europe	4,543	3,832	18.6	5.4	13.2
Western Hemisphere excluding U.S.	1,543	1,375	12.2	5.3	6.9
Asia-Pacific, Africa	3,064	2,685	14.1	4.2	9.9
International	9,150	7,892	15.9	4.9	11.0
Worldwide	\$ 16,597	15,330	8.3 %	2.6	5.7

SIX MONTHS

	2011	2010	Percent Change		
			Total	Operations	Currency
U.S.	\$ 15,055	15,090	(0.2) %	(0.2)	-
Europe	8,726	7,934	10.0	3.6	6.4
Western Hemisphere excluding U.S.	2,979	2,655	12.2	6.2	6.0
Asia-Pacific, Africa	6,010	5,282	13.8	5.2	8.6
International	17,715	15,871	11.6	4.6	7.0
Worldwide	\$ 32,770	30,961	5.8 %	2.2	3.6

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

SECOND QUARTER

	2011		2010		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 16,597	100.0	\$ 15,330	100.0	8.3
Cost of products sold	5,172	31.2	4,630	30.2	11.7
Selling, marketing and administrative expenses	5,215	31.4	4,756	31.0	9.7
Research and development expense	1,882	11.3	1,648	10.8	14.2
Interest (income)expense, net	111	0.7	58	0.4	
Other (income)expense, net	206	1.3	18	0.1	
Restructuring expense	589	3.5	-	-	
Earnings before provision for taxes on income	3,422	20.6	4,220	27.5	(18.9)
Provision for taxes on income	646	3.9	771	5.0	(16.2)
Net earnings	\$ 2,776	16.7	\$ 3,449	22.5	(19.5)
Net earnings per share (Diluted)	\$ 1.00		\$ 1.23		(18.7)
Average shares outstanding (Diluted)	2,781.3		2,796.0		
Effective tax rate	18.9 %		18.3 %		

Adjusted earnings before provision for taxes and net earnings

Earnings before provision for taxes on income	\$ 4,413 (1)	26.6	\$ 4,377 (2)	28.6	0.8
Net earnings	\$ 3,548 (1)	21.4	\$ 3,382 (2)	22.1	4.9
Net earnings per share (Diluted)	\$ 1.28 (1)		\$ 1.21 (2)		5.8
Effective tax rate	19.6 %		22.7 %		

(1) The \$991 million difference between as reported earnings and as adjusted earnings before provision for taxes on income is the exclusion of expense due to restructuring (\$676 million, of which \$589 million is reported as restructuring expense and \$87 million is included in cost of products sold), expense due to litigation matters (\$363 million), additional DePuy ASR™ Hip recall costs (\$54 million) and a mark-to-market gain associated with a currency option related to the planned acquisition of Synthes (\$102 million). Net earnings and net earnings per share (diluted) on these items are \$772 million and \$0.28 per share, respectively.

(2) The difference between as reported and as adjusted earnings before provision for taxes on income, net earnings and net earnings per share (diluted) is the exclusion of net litigation expense of \$157 million before tax, net litigation income of \$67 million after tax and \$0.02 per share, respectively.

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

SIX MONTHS

	2011		2010		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 32,770	100.0	\$ 30,961	100.0	5.8
Cost of products sold	9,950	30.4	9,158	29.6	8.6
Selling, marketing and administrative expenses	10,271	31.3	9,535	30.8	7.7
Research and development expense	3,620	11.0	3,205	10.4	12.9
Interest (income)expense, net	215	0.7	139	0.4	
Other (income)expense, net	193	0.6	(1,576)	(5.1)	
Restructuring expense	589	1.8	-	-	
Earnings before provision for taxes on income	7,932	24.2	10,500	33.9	(24.5)
Provision for taxes on income	1,680	5.1	2,525	8.1	(33.5)
Net earnings	\$ 6,252	19.1	\$ 7,975	25.8	(21.6)
Net earnings per share (Diluted)	\$ 2.25		\$ 2.85		(21.1)
Average shares outstanding (Diluted)	2,778.1		2,796.1		
Effective tax rate	21.2 %		24.0 %		

Adjusted earnings before provision for taxes and net earnings

Earnings before provision for taxes on income	\$ 9,269 (1)	28.3	\$ 9,160 (2)	29.6	1.2
Net earnings	\$ 7,295 (1)	22.3	\$ 6,998 (2)	22.6	4.2
Net earnings per share (Diluted)	\$ 2.63 (1)		\$ 2.50 (2)		5.2
Effective tax rate	21.3 %		23.6 %		

(1) The \$1,337 million difference between as reported earnings and as adjusted earnings before provision for taxes on income is the exclusion of expense due to restructuring (\$676 million, of which \$589 million is reported as restructuring expense and \$87 million is included in cost of products sold), expense due to litigation matters (\$654 million), additional DePuy ASR™ Hip recall costs (\$109 million) and a mark-to-market gain associated with a currency option related to the planned acquisition of Synthes (\$102 million). Net earnings and net earnings per share (diluted) on these items are \$1,043 million and \$0.38 per share, respectively.

(2) The difference between as reported earnings and as adjusted earnings before provision for taxes on income, net earnings and net earnings per share (diluted) is the exclusion of income from net litigation of \$1,340 million, \$977 million and \$0.35 per share, respectively.



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2011	2010	% Change			2011	2010	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾										
<u>BABY CARE</u>										
US	105	99	6.1%	6.1%	-	210	202	4.0%	4.0%	-
Intl	493	438	12.6%	5.0%	7.6%	949	864	9.8%	4.1%	5.7%
WW	598	537	11.4%	5.2%	6.2%	1,159	1,066	8.7%	4.1%	4.6%
<u>ORAL CARE</u>										
US	158	148	6.8%	6.8%	-	321	322	-0.3%	-0.3%	-
Intl	241	224	7.6%	-2.1%	9.7%	469	431	8.8%	1.6%	7.2%
WW	399	372	7.3%	1.5%	5.8%	790	753	4.9%	0.8%	4.1%
<u>OTC/NUTRITIONALS</u>										
US	330	492	-32.9%	-32.9%	-	727	1,034	-29.7%	-29.7%	-
Intl	753	649	16.0%	4.8%	11.2%	1,485	1,314	13.0%	5.8%	7.2%
WW	1,083	1,141	-5.1%	-11.5%	6.4%	2,212	2,348	-5.8%	-9.8%	4.0%
<u>SKIN CARE</u>										
US	449	422	6.4%	6.4%	-	875	874	0.1%	0.1%	-
Intl	480	421	14.0%	4.3%	9.7%	953	889	7.2%	1.1%	6.1%
WW	929	843	10.2%	5.3%	4.9%	1,828	1,763	3.7%	0.6%	3.1%
<u>WOMEN'S HEALTH</u>										
US	121	137	-11.7%	-11.7%	-	246	283	-13.1%	-13.1%	-
Intl	356	329	8.2%	-0.9%	9.1%	690	652	5.8%	-0.1%	5.9%
WW	477	466	2.4%	-4.0%	6.4%	936	935	0.1%	-4.0%	4.1%
<u>WOUND CARE/OTHER</u>										
US	176	165	6.7%	6.7%	-	305	308	-1.0%	-1.0%	-
Intl	131	123	6.5%	-3.3%	9.8%	245	240	2.1%	-4.6%	6.7%
WW	307	288	6.6%	2.8%	3.8%	550	548	0.4%	-2.7%	3.1%
<u>TOTAL CONSUMER</u>										
US	1,339	1,463	-8.5%	-8.5%	-	2,684	3,023	-11.2%	-11.2%	-
Intl	2,454	2,184	12.4%	2.8%	9.6%	4,791	4,390	9.1%	2.6%	6.5%
WW	3,793	3,647	4.0%	-1.8%	5.8%	7,475	7,413	0.8%	-3.0%	3.8%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2011	2010	% Change			2011	2010	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ^{(2) (4)}										
ACIPHEX/PARIET										
US	101	121	-16.5%	-16.5%	-	210	240	-12.5%	-12.5%	-
Intl	146	133	9.8%	-2.7%	12.5%	276	274	0.7%	-5.9%	6.6%
WW	247	254	-2.8%	-9.4%	6.6%	486	514	-5.4%	-8.9%	3.5%
CONCERTA/METHYLPHENIDATE										
US	234	223	4.9%	4.9%	-	488	454	7.5%	7.5%	-
Intl	115	100	15.0%	3.6%	11.4%	223	198	12.6%	4.9%	7.7%
WW	349	323	8.0%	4.5%	3.5%	711	652	9.0%	6.7%	2.3%
DOXIL/CAELYX										
US	56	78	-28.2%	-28.2%	-	120	150	-20.0%	-20.0%	-
Intl	82	10	*	*	11.0%	157	18	*	*	7.0%
WW	138	88	56.8%	50.3%	6.5%	277	168	64.9%	60.9%	4.0%
DURAGESIC/FENTANYL TRANSDERMAL										
US	34	37	-8.1%	-8.1%	-	38	75	-49.3%	-49.3%	-
Intl	133	147	-9.5%	-19.8%	10.3%	256	293	-12.6%	-19.3%	6.7%
WW	167	184	-9.2%	-17.4%	8.2%	294	368	-20.1%	-25.4%	5.3%
LEVAQUIN/FLOXIN										
US	149	289	-48.4%	-48.4%	-	571	652	-12.4%	-12.4%	-
Intl	10	11	-9.1%	-13.3%	4.2%	22	19	15.8%	11.0%	4.8%
WW	159	300	-47.0%	-47.2%	0.2%	593	671	-11.6%	-11.7%	0.1%
PREZISTA										
US	128	99	29.3%	29.3%	-	254	188	35.1%	35.1%	-
Intl	185	105	76.2%	65.9%	10.3%	325	203	60.1%	54.3%	5.8%
WW	313	204	53.4%	47.3%	6.1%	579	391	48.1%	44.8%	3.3%
PROCRIPT/EPREX										
US	257	306	-16.0%	-16.0%	-	447	596	-25.0%	-25.0%	-
Intl	218	220	-0.9%	-11.2%	10.3%	425	453	-6.2%	-11.8%	5.6%
WW	475	526	-9.7%	-14.0%	4.3%	872	1,049	-16.9%	-19.3%	2.4%
REMICADE										
US	836	783	6.8%	6.8%	-	1,624	1,563	3.9%	3.9%	-
US Exports ⁽³⁾	527	341	54.5%	54.5%	-	1,017	741	37.2%	37.2%	-
Intl	8	6	33.3%	33.3%	0.0%	15	12	25.0%	25.0%	0.0%
WW	1,371	1,130	21.3%	21.3%	0.0%	2,656	2,316	14.7%	14.7%	0.0%
RISPERDAL/RISPERIDONE										
US	11	(17)	-	-	-	19	(12)	-	-	-
Intl	128	134	-4.5%	-14.1%	9.6%	247	267	-7.5%	-14.4%	6.9%
WW	139	117	18.8%	7.8%	11.0%	266	255	4.3%	-3.0%	7.3%
RISPERDAL CONSTA										
US	110	115	-4.3%	-4.3%	-	224	232	-3.4%	-3.4%	-
Intl	294	240	22.5%	8.7%	13.8%	584	502	16.3%	8.9%	7.4%
WW	404	355	13.8%	4.5%	9.3%	808	734	10.1%	5.0%	5.1%
TOPAMAX										
US	41	59	-30.5%	-30.5%	-	91	116	-21.6%	-21.6%	-
Intl	80	83	-3.6%	-13.2%	9.6%	159	174	-8.6%	-13.8%	5.2%
WW	121	142	-14.8%	-20.4%	5.6%	250	290	-13.8%	-16.9%	3.1%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	347	286	21.3%	10.0%	11.3%	627	547	14.6%	7.9%	6.7%
WW	347	286	21.3%	10.0%	11.3%	627	547	14.6%	7.9%	6.7%
OTHER										
US	755	676	11.7%	11.7%	-	1,527	1,321	15.6%	15.6%	-
Intl	1,248	968	28.9%	17.6%	11.3%	2,346	1,915	22.5%	15.2%	7.3%
WW	2,003	1,644	21.8%	15.2%	6.6%	3,873	3,236	19.7%	15.4%	4.3%
TOTAL PHARMACEUTICAL										
US	3,239	3,110	4.1%	4.1%	-	6,630	6,316	5.0%	5.0%	-
Intl	2,994	2,443	22.6%	10.7%	11.9%	5,662	4,875	16.1%	8.9%	7.2%
WW	6,233	5,553	12.2%	7.0%	5.2%	12,292	11,191	9.8%	6.7%	3.1%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

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

INTELENCE

	SECOND QUARTER		
	2011	2010	Total % Change
US	38	32	18.8%
Intl	41	24	70.8%
WW	79	56	41.1%

INVEGA

	SECOND QUARTER		
	2011	2010	Total % Change
US	76	68	11.8%
Intl	52	34	52.9%
WW	128	102	25.5%

SIMPONI

	SECOND QUARTER		
	2011	2010	Total % Change
US	61	47	29.8%
Intl	6	12	-50.0%
WW	67	59	13.6%

STELARA

	SECOND QUARTER		
	2011	2010	Total % Change
US	100	49	104.1%
Intl	76	37	105.4%
WW	176	86	104.7%

	SIX MONTHS		
	2011	2010	Total % Change
INTELENCE	76	63	20.6%
INTELENCE	72	48	50.0%
INTELENCE	148	111	33.3%
INVEGA	145	137	5.8%
INVEGA	103	73	41.1%
INVEGA	248	210	18.1%
SIMPONI	114	86	32.6%
SIMPONI	48	15	220.0%
SIMPONI	162	101	60.4%
STELARA	205	105	95.2%
STELARA	137	68	101.5%
STELARA	342	173	97.7%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2011	2010	% Change			2011	2010	% Change		
			Reported	Operational⁽¹⁾	Currency			Reported	Operational⁽¹⁾	Currency
MEDICAL DEVICES AND DIAGNOSTICS⁽²⁾										
CARDIOVASCULAR CARE⁽⁵⁾										
US	210	265	-20.8%	-20.8%	-	452	516	-12.4%	-12.4%	-
Intl	377	390	-3.3%	-12.9%	9.6%	770	811	-5.1%	-11.4%	6.3%
WW	587	655	-10.4%	-16.1%	5.7%	1,222	1,327	-7.9%	-11.7%	3.8%
DEPUY										
US	770	776	-0.8%	-0.8%	-	1,581	1,590	-0.6%	-0.6%	-
Intl	699	599	16.7%	4.0%	12.7%	1,391	1,239	12.3%	4.2%	8.1%
WW	1,469	1,375	6.8%	1.3%	5.5%	2,972	2,829	5.1%	1.5%	3.6%
DIABETES CARE										
US	333	313	6.4%	6.4%	-	644	603	6.8%	6.8%	-
Intl	348	303	14.9%	4.1%	10.8%	674	610	10.5%	4.5%	6.0%
WW	681	616	10.6%	5.3%	5.3%	1,318	1,213	8.7%	5.7%	3.0%
ETHICON										
US	540	509	6.1%	6.1%	-	1,056	1,019	3.6%	3.6%	-
Intl	717	623	15.1%	4.2%	10.9%	1,394	1,260	10.6%	3.7%	6.9%
WW	1,257	1,132	11.0%	5.0%	6.0%	2,450	2,279	7.5%	3.7%	3.8%
ETHICON ENDO-SURGERY										
US	490	507	-3.4%	-3.4%	-	961	990	-2.9%	-2.9%	-
Intl	805	689	16.8%	5.5%	11.3%	1,555	1,374	13.2%	5.8%	7.4%
WW	1,295	1,196	8.3%	1.8%	6.5%	2,516	2,364	6.4%	2.1%	4.3%
ORTHO-CLINICAL DIAGNOSTICS										
US	281	264	6.4%	6.4%	-	546	552	-1.1%	-1.1%	-
Intl	269	230	17.0%	6.4%	10.6%	525	467	12.4%	5.2%	7.2%
WW	550	494	11.3%	6.4%	4.9%	1,071	1,019	5.1%	1.8%	3.3%
VISION CARE										
US	245	232	5.6%	5.6%	-	501	481	4.2%	4.2%	-
Intl	487	430	13.3%	2.1%	11.2%	953	845	12.8%	4.0%	8.8%
WW	732	662	10.6%	3.3%	7.3%	1,454	1,326	9.7%	4.1%	5.6%
TOTAL MEDICAL DEVICES AND DIAGNOSTICS										
US	2,869	2,865	0.1%	0.1%	-	5,741	5,751	-0.2%	-0.2%	-
Intl	3,702	3,265	13.4%	2.2%	11.2%	7,262	6,606	9.9%	2.5%	7.4%
WW	6,571	6,130	7.2%	1.3%	5.9%	13,003	12,357	5.2%	1.3%	3.9%

* 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 Measures

<i>(Dollars in Millions Except Per Share Data)</i>	Second Quarter		% Incr. / (Decr.)	Six Months YTD		% Incr. / (Decr.)
	2011	2010		2011	2010	
Earnings before provision for taxes on income - as reported	\$ 3,422	4,220	(18.9) %	\$ 7,932	10,500	(24.5) %
Restructuring - Cordis	676	-		676	-	
Net Litigation Settlements Loss (Gain)/Other*	315	157		661	(1,340)	
Earnings before provision for taxes on income - as adjusted	<u>\$ 4,413</u>	<u>4,377</u>	<u>0.8 %</u>	<u>\$ 9,269</u>	<u>9,160</u>	<u>1.2 %</u>
Net Earnings - as reported	\$ 2,776	3,449	(19.5) %	\$ 6,252	7,975	(21.6) %
Restructuring - Cordis	549	-		549	-	
Net Litigation Settlements Loss (Gain)/Other*	223	(67)		494	(977)	
Net Earnings - as adjusted	<u>\$ 3,548</u>	<u>3,382</u>	<u>4.9 %</u>	<u>\$ 7,295</u>	<u>6,998</u>	<u>4.2 %</u>
Diluted Net earnings per share - as reported	\$ 1.00	1.23	(18.7) %	\$ 2.25	2.85	(21.1) %
Restructuring - Cordis	0.20	-		0.20	-	
Net Litigation Settlements Loss (Gain)/Other*	0.08	(0.02)		0.18	(0.35)	
Diluted Net earnings per share - as adjusted	<u>\$ 1.28</u>	<u>1.21</u>	<u>5.8 %</u>	<u>\$ 2.63</u>	<u>2.50</u>	<u>5.2 %</u>

* In 2011, Other includes additional DePuy ASR™ Hip recall costs and a mark-to-market gain associated with a currency option related to the planned acquisition of Synthes.

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.