

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

(Unaudited; Dollars in Millions)

SECOND QUARTER**SIX MONTHS**

	SECOND QUARTER					SIX MONTHS				
	2012	2011	Total	Percent Change		2012	2011	Total	Percent Change	
				Operations	Currency				Operations	Currency
Sales to customers by geographic area										
U.S.	\$ 7,360	7,447	(1.2) %	(1.2)	-	\$ 14,579	15,055	(3.2) %	(3.2)	-
Europe	4,165	4,543	(8.3)	1.6	(9.9)	8,359	8,726	(4.2)	2.9	(7.1)
Western Hemisphere excluding U.S.	1,728	1,543	12.0	22.4	(10.4)	3,442	2,979	15.5	22.7	(7.2)
Asia-Pacific, Africa	3,222	3,064	5.2	7.7	(2.5)	6,234	6,010	3.7	4.5	(0.8)
International	9,115	9,150	(0.4)	7.1	(7.5)	18,035	17,715	1.8	6.8	(5.0)
Worldwide	\$ 16,475	16,597	(0.7) %	3.5	(4.2)	\$ 32,614	32,770	(0.5) %	2.2	(2.7)

Johnson & Johnson and Subsidiaries
Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

SECOND QUARTER

	2012		2011		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 16,475	100.0	\$ 16,597	100.0	(0.7)
Cost of products sold	5,143	31.2	5,172	31.2	(0.6)
Selling, marketing and administrative expenses	4,965	30.1	5,215	31.4	(4.8)
Research and development expense	1,766	10.7	1,882	11.3	(6.2)
In-process research and development	429	2.6	-	-	
Interest (income) expense, net	129	0.8	111	0.7	
Other (income) expense, net	2,008	12.2	206	1.3	
Restructuring expense	-	-	589	3.5	
Earnings before provision for taxes on income	2,035	12.4	3,422	20.6	(40.5)
Provision for taxes on income	627	3.9	646	3.9	(2.9)
Net earnings	\$ 1,408	8.5	\$ 2,776	16.7	(49.3)
Net earnings per share (Diluted)	\$ 0.50		\$ 1.00		(50.0)
Average shares outstanding (Diluted)	2,798.2		2,781.3		
Effective tax rate	30.8 %		18.9 %		
Adjusted earnings before provision for taxes and net earnings (1)					
Earnings before provision for taxes on income	\$ 4,646	28.2	\$ 4,413	26.6	5.3
Net earnings	\$ 3,644	22.1	\$ 3,548	21.4	2.7
Net earnings per share (Diluted)	\$ 1.30		\$ 1.28		1.6
Effective tax rate	21.6 %		19.6 %		

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

Johnson & Johnson and Subsidiaries
Condensed Consolidated Statement of Earnings

	(Unaudited; in Millions Except Per Share Figures)					SIX MONTHS				
	2012		2011		Percent Increase (Decrease)					
	Amount	Percent to Sales	Amount	Percent to Sales						
Sales to customers	\$ 32,614	100.0	\$ 32,770	100.0	(0.5)					
Cost of products sold	10,058	30.8	9,950	30.4	1.1					
Selling, marketing and administrative expenses	9,980	30.6	10,271	31.3	(2.8)					
Research and development expense	3,411	10.5	3,620	11.0	(5.8)					
In-process research and development	429	1.3	-	-						
Interest (income) expense, net	259	0.8	215	0.7						
Other (income) expense, net	1,397	4.3	193	0.6						
Restructuring expense	-	-	589	1.8						
Earnings before provision for taxes on income	7,080	21.7	7,932	24.2	(10.7)					
Provision for taxes on income	1,762	5.4	1,680	5.1	4.9					
Net earnings	\$ 5,318	16.3	\$ 6,252	19.1	(14.9)					
Net earnings per share (Diluted)	\$ 1.91		\$ 2.25		(15.1)					
Average shares outstanding (Diluted)	2,792.4		2,778.1							
Effective tax rate	24.9 %		21.2 %							
Adjusted earnings before provision for taxes and net earnings (1)										
Earnings before provision for taxes on income	\$ 9,574	29.4	\$ 9,269	28.3	3.3					
Net earnings	\$ 7,448	22.8	\$ 7,295	22.3	2.1					
Net earnings per share (Diluted)	\$ 2.67		\$ 2.63		1.5					
Effective tax rate	22.2 %		21.3 %							

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

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

<i>(Dollars in Millions Except Per Share Data)</i>	Second Quarter		% Incr. / (Decr.)	Six Months YTD		% Incr. / (Decr.)
	2012	2011		2012	2011	
Earnings before provision for taxes on income - as reported	\$ 2,035	3,422	(40.5) %	\$ 7,080	\$ 7,932	(10.7) %
Intangible asset write-downs	939	-		939	-	
Net litigation	669	315		669	576	
Synthes integration/transaction costs and currency related	574	(102)		457	(102)	
In-process research and development	429	-		429	-	
Restructuring - Cordis	-	676		-	676	
DePuy ASR™ Hip related costs	-	102		-	187	
Earnings before provision for taxes on income - as adjusted	<u>\$ 4,646</u>	<u>4,413</u>	<u>5.3</u> %	<u>\$ 9,574</u>	<u>9,269</u>	<u>3.3</u> %
Net Earnings - as reported	\$ 1,408	2,776	(49.3) %	\$ 5,318	6,252	(14.9) %
Intangible asset write-downs	717	-		717	-	
Net litigation	611	242		611	444	
Synthes integration/transaction costs and currency related	564	(102)		458	(102)	
In-process research and development	344	-		344	-	
Restructuring - Cordis	-	549		-	549	
DePuy ASR™ Hip related costs	-	83		-	152	
Net Earnings - as adjusted	<u>\$ 3,644</u>	<u>3,548</u>	<u>2.7</u> %	<u>\$ 7,448</u>	<u>7,295</u>	<u>2.1</u> %
Diluted Net Earnings per share - as reported	\$ 0.50	1.00	(50.0) %	\$ 1.91	2.25	(15.1) %
Intangible asset write-downs	0.26	-		0.26	-	
Net litigation	0.22	0.09		0.22	0.16	
Synthes integration/transaction costs and currency related	0.20	(0.04)		0.16	(0.04)	
In-process research and development	0.12	-		0.12	-	
Restructuring - Cordis	-	0.20		-	0.20	
DePuy ASR™ Hip related costs	-	0.03		-	0.06	
Diluted Net Earnings per share - as adjusted	<u>\$ 1.30</u>	<u>1.28</u>	<u>1.6</u> %	<u>\$ 2.67</u>	<u>2.63</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)

	SECOND QUARTER					SIX MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾										
<u>BABY CARE</u>										
US	\$ 106	105	1.0%	1.0%	-	\$ 205	210	-2.4%	-2.4%	-
Intl	472	493	-4.3%	3.5%	-7.8%	913	949	-3.8%	1.7%	-5.5%
WW	578	598	-3.3%	3.2%	-6.5%	1,118	1,159	-3.5%	1.0%	-4.5%
<u>ORAL CARE</u>										
US	159	158	0.6%	0.6%	-	314	321	-2.2%	-2.2%	-
Intl	249	241	3.3%	11.9%	-8.6%	481	469	2.6%	8.5%	-5.9%
WW	408	399	2.3%	7.5%	-5.2%	795	790	0.6%	4.1%	-3.5%
<u>OTC/NUTRITIONALS</u>										
US	336	330	1.8%	1.8%	-	717	727	-1.4%	-1.4%	-
Intl	696	753	-7.6%	0.1%	-7.7%	1,419	1,485	-4.4%	0.9%	-5.3%
WW	1,032	1,083	-4.7%	0.6%	-5.3%	2,136	2,212	-3.4%	0.2%	-3.6%
<u>SKIN CARE</u>										
US	471	449	4.9%	4.9%	-	924	875	5.6%	5.6%	-
Intl	442	480	-7.9%	-0.3%	-7.6%	896	953	-6.0%	-1.0%	-5.0%
WW	913	929	-1.7%	2.2%	-3.9%	1,820	1,828	-0.4%	2.2%	-2.6%
<u>WOMEN'S HEALTH</u>										
US	80	121	-33.9%	-33.9%	-	173	246	-29.7%	-29.7%	-
Intl	322	356	-9.6%	-0.2%	-9.4%	638	690	-7.5%	-0.8%	-6.7%
WW	402	477	-15.7%	-8.7%	-7.0%	811	936	-13.4%	-8.5%	-4.9%
<u>WOUND CARE/OTHER</u>										
US	161	176	-8.5%	-8.5%	-	296	305	-3.0%	-3.0%	-
Intl	125	131	-4.6%	2.8%	-7.4%	238	245	-2.9%	2.3%	-5.2%
WW	286	307	-6.8%	-3.7%	-3.1%	534	550	-2.9%	-0.6%	-2.3%
<u>TOTAL CONSUMER</u>										
US	1,313	1,339	-1.9%	-1.9%	-	2,629	2,684	-2.0%	-2.0%	-
Intl	2,306	2,454	-6.0%	2.0%	-8.0%	4,585	4,791	-4.3%	1.2%	-5.5%
WW	\$ 3,619	3,793	-4.6%	0.6%	-5.2%	\$ 7,214	7,475	-3.5%	0.0%	-3.5%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ^{(2) (4)}										
IMMUNOLOGY										
US	\$ 1,471	1,524	-3.5%	-3.5%	-	\$ 2,924	2,960	-1.2%	-1.2%	-
Intl	448	131	*	*	-8.1%	890	275	*	*	-5.2%
WW	1,919	1,655	16.0%	18.2%	-2.2%	3,814	3,235	17.9%	19.1%	-1.2%
REMICADE										
US	890	836	6.5%	6.5%	-	1,772	1,624	9.1%	9.1%	-
US Exports ⁽³⁾	366	527	-30.6%	-30.6%	-	744	1,017	-26.8%	-26.8%	-
Intl	267	8	*	*	-8.3%	528	15	*	*	-5.3%
WW	1,523	1,371	11.1%	12.7%	-1.6%	3,044	2,656	14.6%	15.6%	-1.0%
SIMPONI										
US	63	61	3.3%	3.3%	-	127	114	11.4%	11.4%	-
Intl	62	6	*	*	-5.8%	114	48	*	*	-8.6%
WW	125	67	86.6%	89.5%	-2.9%	241	162	48.8%	51.3%	-2.5%
STELARA										
US	152	100	52.0%	52.0%	-	281	205	37.1%	37.1%	-
Intl	96	76	26.3%	35.1%	-8.8%	188	137	37.2%	45.5%	-8.3%
WW	248	176	40.9%	45.7%	-4.8%	469	342	37.1%	40.4%	-3.3%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	23	41	-43.9%	-39.2%	-4.7%	60	75	-20.0%	-16.6%	-3.4%
WW	23	41	-43.9%	-39.2%	-4.7%	60	75	-20.0%	-16.6%	-3.4%
INFECTIOUS DISEASES										
US	237	351	-32.5%	-32.5%	-	479	975	-50.9%	-50.9%	-
Intl	551	477	15.5%	26.0%	-10.5%	1,064	784	35.7%	44.3%	-8.6%
WW	788	828	-4.8%	1.3%	-6.1%	1,543	1,759	-12.3%	-8.5%	-3.8%
INTELENCE										
US	42	38	10.5%	10.5%	-	85	76	11.8%	11.8%	-
Intl	49	41	19.5%	30.4%	-10.9%	86	72	19.4%	27.4%	-8.0%
WW	91	79	15.2%	20.8%	-5.6%	171	148	15.5%	19.4%	-3.9%
LEVAQUIN/FLOXIN										
US	7	149	-95.3%	-95.3%	-	25	571	-95.6%	-95.6%	-
Intl	9	10	-10.0%	-2.7%	-7.3%	20	22	-9.1%	-3.9%	-5.2%
WW	16	159	-89.9%	-89.4%	-0.5%	45	593	-92.4%	-92.2%	-0.2%
PREZISTA										
US	166	128	29.7%	29.7%	-	326	254	28.3%	28.3%	-
Intl	207	185	11.9%	22.6%	-10.7%	371	325	14.2%	22.2%	-8.0%
WW	373	313	19.2%	25.5%	-6.3%	697	579	20.4%	24.9%	-4.5%
OTHER INFECTIOUS DISEASES										
US	22	36	-38.9%	-38.9%	-	43	74	-41.9%	-41.9%	-
Intl	286	241	18.7%	29.1%	-10.4%	587	365	60.8%	70.3%	-9.5%
WW	308	277	11.2%	20.2%	-9.0%	630	439	43.5%	51.4%	-7.9%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
NEUROSCIENCE										
US	658	684	-3.8%	-3.8%	-	1,332	1,372	-2.9%	-2.9%	-
Intl	1,056	1,096	-3.6%	3.2%	-6.8%	2,029	2,153	-5.8%	-1.3%	-4.5%
WW	1,714	1,780	-3.7%	0.5%	-4.2%	3,361	3,525	-4.7%	-1.9%	-2.8%
CONCERTA/METHYLPHENIDATE										
US	146	234	-37.6%	-37.6%	-	343	488	-29.7%	-29.7%	-
Intl	122	115	6.1%	14.0%	-7.9%	233	223	4.5%	10.1%	-5.6%
WW	268	349	-23.2%	-20.6%	-2.6%	576	711	-19.0%	-17.2%	-1.8%
INVEGA										
US	76	76	0.0%	0.0%	-	145	145	0.0%	0.0%	-
Intl	66	52	26.9%	33.6%	-6.7%	118	103	14.6%	18.8%	-4.2%
WW	142	128	10.9%	13.6%	-2.7%	263	248	6.0%	7.8%	-1.8%
INVEGA SUSTENNA/ XEPLION										
US	120	70	71.4%	71.4%	-	220	135	63.0%	63.0%	-
Intl	75	7	*	*	-8.8%	136	7	*	*	-6.2%
WW	195	77	*	*	-3.4%	356	142	*	*	-2.4%
RISPERDAL CONSTA										
US	110	110	0.0%	0.0%	-	223	224	-0.4%	-0.4%	-
Intl	245	294	-16.7%	-9.3%	-7.4%	493	584	-15.6%	-10.5%	-5.1%
WW	355	404	-12.1%	-6.7%	-5.4%	716	808	-11.4%	-7.7%	-3.7%
OTHER NEUROSCIENCE										
US	206	194	6.2%	6.2%	-	401	380	5.5%	5.5%	-
Intl	548	628	-12.7%	-7.3%	-5.4%	1,049	1,236	-15.1%	-11.7%	-3.4%
WW	754	822	-8.3%	-4.2%	-4.1%	1,450	1,616	-10.3%	-7.7%	-2.6%
ONCOLOGY										
US	119	93	28.0%	28.0%	-	226	157	43.9%	43.9%	-
Intl	467	459	1.7%	11.2%	-9.5%	956	834	14.6%	21.8%	-7.2%
WW	586	552	6.2%	14.1%	-7.9%	1,182	991	19.3%	25.3%	-6.0%
DOXIL/CAELYX										
US	6	56	-89.3%	-89.3%	-	13	120	-89.2%	-89.2%	-
Intl	7	82	-91.5%	-89.9%	-1.6%	24	157	-84.7%	-83.4%	-1.3%
WW	13	138	-90.6%	-89.7%	-0.9%	37	277	-86.6%	-85.9%	-0.7%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	318	347	-8.4%	-0.1%	-8.3%	671	627	7.0%	13.4%	-6.4%
WW	318	347	-8.4%	-0.1%	-8.3%	671	627	7.0%	13.4%	-6.4%
ZYTIGA										
US	113	37	*	*	-	213	37	*	*	-
Intl	119	12	*	*	-10.0%	219	17	*	*	-7.1%
WW	232	49	*	*	-5.1%	432	54	*	*	-3.6%
OTHER ONCOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	23	18	27.8%	36.4%	-8.6%	42	33	27.3%	33.2%	-5.9%
WW	23	18	27.8%	36.4%	-8.6%	42	33	27.3%	33.2%	-5.9%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2012	2011	% Change			2012	2011	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
TOTAL OTHER										
US	609	587	3.7%	3.7%	-	1,159	1,166	-0.6%	-0.6%	-
Intl	675	831	-18.8%	-11.8%	-7.0%	1,365	1,616	-15.5%	-10.9%	-4.6%
WW	1,284	1,418	-9.4%	-5.3%	-4.1%	2,524	2,782	-9.3%	-6.6%	-2.7%
ACIPHEX/PARIET										
US	104	101	3.0%	3.0%	-	200	210	-4.8%	-4.8%	-
Intl	128	146	-12.3%	-2.8%	-9.5%	254	276	-8.0%	-1.5%	-6.5%
WW	232	247	-6.1%	-0.5%	-5.6%	454	486	-6.6%	-2.9%	-3.7%
PROCRI/EPREX										
US	232	257	-9.7%	-9.7%	-	436	447	-2.5%	-2.5%	-
Intl	169	218	-22.5%	-14.9%	-7.6%	341	425	-19.8%	-14.5%	-5.3%
WW	401	475	-15.6%	-12.1%	-3.5%	777	872	-10.9%	-8.3%	-2.6%
OTHER										
US	273	229	19.2%	19.2%	-	523	509	2.8%	2.8%	-
Intl	378	467	-19.1%	-13.2%	-5.9%	770	915	-15.8%	-12.1%	-3.7%
WW	651	696	-6.5%	-2.6%	-3.9%	1,293	1,424	-9.2%	-6.8%	-2.4%
TOTAL PHARMACEUTICAL										
US	3,094	3,239	-4.5%	-4.5%	-	6,120	6,630	-7.7%	-7.7%	-
Intl	3,197	2,994	6.8%	15.5%	-8.7%	6,304	5,662	11.3%	17.3%	-6.0%
WW	\$ 6,291	6,233	0.9%	5.1%	-4.2%	\$ 12,424	12,292	1.1%	3.9%	-2.8%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER						SIX MONTHS				
	2012	2011	% Change			2012	2011	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
MEDICAL DEVICES AND DIAGNOSTICS ⁽²⁾⁽⁴⁾											
<u>CARDIOVASCULAR CARE</u>											
US	\$ 195	210	-7.1%	-7.1%	-	\$ 371	452	-17.9%	-17.9%	-	
Intl	309	377	-18.0%	-13.1%	-4.9%	615	770	-20.1%	-17.2%	-2.9%	
WW	504	587	-14.1%	-10.9%	-3.2%	986	1,222	-19.3%	-17.5%	-1.8%	
<u>DIABETES CARE</u>											
US	337	333	1.2%	1.2%	-	689	644	7.0%	7.0%	-	
Intl	336	348	-3.4%	4.6%	-8.0%	654	674	-3.0%	2.5%	-5.5%	
WW	673	681	-1.2%	2.9%	-4.1%	1,343	1,318	1.9%	4.7%	-2.8%	
<u>DIAGNOSTICS</u>											
US	258	281	-8.2%	-8.2%	-	511	546	-6.4%	-6.4%	-	
Intl	256	269	-4.8%	0.8%	-5.6%	515	525	-1.9%	1.6%	-3.5%	
WW	514	550	-6.5%	-3.8%	-2.7%	1,026	1,071	-4.2%	-2.5%	-1.7%	
<u>GENERAL SURGERY</u>											
US	602	621	-3.1%	-3.1%	-	1,195	1,217	-1.8%	-1.8%	-	
Intl	1,038	1,079	-3.8%	3.1%	-6.9%	2,070	2,104	-1.6%	2.8%	-4.4%	
WW	1,640	1,700	-3.5%	0.9%	-4.4%	3,265	3,321	-1.7%	1.1%	-2.8%	
<u>INFECTION PREVENTION/OTHER</u>											
US	99	98	1.0%	1.0%	-	215	193	11.4%	11.4%	-	
Intl	131	134	-2.2%	3.3%	-5.5%	259	255	1.6%	4.8%	-3.2%	
WW	230	232	-0.9%	2.3%	-3.2%	474	448	5.8%	7.6%	-1.8%	
<u>ORTHOPAEDICS</u>											
US	873	770	13.4%	13.4%	-	1,656	1,581	4.7%	4.7%	-	
Intl	755	699	8.0%	14.8%	-6.8%	1,465	1,391	5.3%	9.5%	-4.2%	
WW	1,628	1,469	10.8%	14.0%	-3.2%	3,121	2,972	5.0%	6.9%	-1.9%	
<u>SPECIALTY SURGERY</u>											
US	336	311	8.0%	8.0%	-	663	607	9.2%	9.2%	-	
Intl	310	309	0.3%	7.6%	-7.3%	611	590	3.6%	8.4%	-4.8%	
WW	646	620	4.2%	7.8%	-3.6%	1,274	1,197	6.4%	8.8%	-2.4%	
<u>VISION CARE</u>											
US	253	245	3.3%	3.3%	-	530	501	5.8%	5.8%	-	
Intl	477	487	-2.1%	1.2%	-3.3%	957	953	0.4%	1.9%	-1.5%	
WW	730	732	-0.3%	1.9%	-2.2%	1,487	1,454	2.3%	3.3%	-1.0%	
TOTAL MEDICAL DEVICES AND DIAGNOSTICS											
US	2,953	2,869	2.9%	2.9%	-	5,830	5,741	1.6%	1.6%	-	
Intl	3,612	3,702	-2.4%	3.8%	-6.2%	7,146	7,262	-1.6%	2.2%	-3.8%	
WW	\$ 6,565	6,571	-0.1%	3.4%	-3.5%	\$ 12,976	13,003	-0.2%	1.9%	-2.1%	

* 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