



October 14, 2014

Johnson & Johnson Reports 2014 Third-Quarter Results:

**Sales of \$18.5 Billion Increased 5.1% Versus 2013 Third Quarter;
Third-Quarter EPS was \$1.66
Excluding Special Items, 2014 Third-Quarter EPS of \$1.50 Increased 10.3%***

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				
	2014	2013	Percent Change			2014	2013	Percent Change		
			Total	Operations	Currency			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					
	2014	2013	Total	Percent Change		Currency	2014	2013	Total	Percent Change		Currency
				Operations	Currency					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 Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		
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 Increase (Decrease)	
	Amount	Percent to Sales	Amount	Percent to Sales		
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

<i>(Dollars in Millions Except Per Share Data)</i>	Third Quarter		%Incr. / (Decr.)	Nine Months YTD		% Incr. / (Decr.)
	2014	2013		2014	2013	
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

	2014	2013	% Change			2014	2013	% Change		
			Reported	Operational ⁽¹⁾	Currency			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				
	2014	2013	% Change			2014	2013	% Change		
			Reported	Operational ⁽¹⁾	Currency			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/SOVRAD										
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	<u>124</u>	<u>212</u>	-41.5%	-39.9%	-1.6%	<u>507</u>	<u>634</u>	-20.0%	-19.3%	-0.7%
WW	<u>179</u>	<u>271</u>	-33.9%	-32.6%	-1.3%	<u>663</u>	<u>821</u>	-19.2%	-18.7%	-0.5%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

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

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS				
	2014	2013	% Change			2014	2013	% Change		
			Reported	Operational (1)	Currency			Reported	Operational (1)	Currency
TOTAL OTHER										
US	950	795	19.5%	19.5%	-	2,603	2,152	21.0%	21.0%	-
Intl	<u>472</u>	<u>504</u>	-6.3%	-5.3%	-1.0%	<u>1,492</u>	<u>1,607</u>	-7.2%	-6.4%	-0.8%
WW	<u>1,422</u>	<u>1,299</u>	9.5%	9.9%	-0.4%	<u>4,095</u>	<u>3,759</u>	8.9%	9.3%	-0.4%
PROCRIT/EPREX										
US	184	204	-9.8%	-9.8%	-	538	627	-14.2%	-14.2%	-
Intl	<u>123</u>	<u>140</u>	-12.1%	-11.4%	-0.7%	<u>398</u>	<u>430</u>	-7.4%	-7.1%	-0.3%
WW	<u>307</u>	<u>344</u>	-10.8%	-10.5%	-0.3%	<u>936</u>	<u>1,057</u>	-11.4%	-11.3%	-0.1%
XARELTO										
US	414	246	68.3%	68.3%	-	1,094	593	84.5%	84.5%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	<u>414</u>	<u>246</u>	68.3%	68.3%	-	<u>1,094</u>	<u>593</u>	84.5%	84.5%	-
OTHER										
US	352	345	2.0%	2.0%	-	971	932	4.2%	4.2%	-
Intl	<u>349</u>	<u>364</u>	-4.1%	-3.0%	-1.1%	<u>1,094</u>	<u>1,177</u>	-7.1%	-6.1%	-1.0%
WW	<u>701</u>	<u>709</u>	-1.1%	-0.5%	-0.6%	<u>2,065</u>	<u>2,109</u>	-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	<u>3,584</u>	<u>3,487</u>	2.8%	4.1%	-1.3%	<u>11,238</u>	<u>10,432</u>	7.7%	9.1%	-1.4%
WW	<u>\$ 8,307</u>	<u>\$ 7,036</u>	18.1%	18.7%	-0.6%	<u>\$ 24,314</u>	<u>\$ 20,829</u>	16.7%	17.4%	-0.7%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

THIRD QUARTER	NINE MONTHS
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	2014	2013	% Change			2014	2013	% Change		
			Reported	Operational ⁽¹⁾	Currency			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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