



Johnson & Johnson

January 21, 2014

Johnson & Johnson Reports 2013 Fourth-Quarter and Full-Year Results:

2013 Fourth-Quarter Sales of \$18.4 Billion increased 4.5%; EPS was \$1.23

2013 Full-Year Sales of \$71.3 Billion increased 6.1%; Full-Year EPS was \$4.81

Excluding Special Items, 2013 Fourth-Quarter EPS was \$1.24, an increase of 4.2%*

And 2013 Full-Year EPS was \$5.52, an increase of 8.2%*

NEW BRUNSWICK, N.J., Jan. 21, 2014 /PRNewswire/ -- Johnson & Johnson (NYSE: JNJ) today announced sales of \$18.4 billion for the fourth quarter of 2013, an increase of 4.5% as compared to the fourth quarter of 2012. Operational results increased 6.3% and the negative impact of currency was 1.8%. Domestic sales increased 7.4%, while international sales increased 2.4%, reflecting operational growth of 5.6% and a negative currency impact of 3.2%. Worldwide sales for the full-year 2013 were \$71.3 billion, an increase of 6.1% versus 2012. Operational sales increased 7.7% and the negative impact of currency was 1.6%. Domestic sales increased 7.0%, while international sales increased 5.4%, reflecting operational growth of 8.2% and a negative currency impact of 2.8%. Sales for the full year included the acquisition of Synthes, Inc. which was completed in June 2012. Excluding this impact, net of the divestiture of the DePuy trauma business, worldwide operational sales growth was 5.2%.

Net earnings** and diluted earnings per share for the fourth quarter of 2013 were \$3.5 billion and \$1.23, respectively. Fourth-quarter 2013 net earnings included after-tax special items of \$42 million, primarily related to an increase in the litigation accrual, an in-process research and development charge, integration and transaction costs related to the acquisition of Synthes, Inc., and program costs associated with the DePuy ASR™ Hip, offset by a tax benefit associated with Scios, Inc. Fourth-quarter 2012 net earnings reflect after-tax special items of \$0.8 billion as detailed in the accompanying reconciliation of non-GAAP financial measures. Excluding these special items, net earnings for the quarter were \$3.6 billion and diluted earnings per share were \$1.24, representing increases of 5.5% and 4.2%, respectively, as compared to the same period in 2012.*

Net earnings** and diluted earnings per share for the full-year 2013 were \$13.8 billion and \$4.81, respectively. Full-year net earnings reflect after-tax special items of \$2.0 billion in 2013 and \$3.5 billion in 2012 as detailed in the accompanying reconciliation of non-GAAP financial measures. Excluding these special items in both periods, net earnings for the full-year of 2013 were \$15.9 billion and diluted earnings per share were \$5.52, representing increases of 10.7% and 8.2%, respectively, as compared with the full year of 2012.*

"Johnson & Johnson delivered strong results in 2013 led by the outstanding performance in our Pharmaceutical business, the strength of key brands in our US OTC and other Consumer businesses and continued progress in integrating Synthes into our Medical Devices and Diagnostics business. We also advanced our longer term growth drivers, bringing innovative solutions to the global healthcare market and executing with excellence", said Alex Gorsky, Chairman and Chief Executive Officer. "I am proud of our exceptional Johnson & Johnson colleagues for their commitment to leading with purpose and advancing health and well-being for patients and consumers around the world."

The Company announced earnings guidance for full-year 2014 of \$5.75 to \$5.85 per share, which excludes the impact of special items.

Worldwide Consumer sales of \$14.7 billion for the full-year 2013 represented an increase of 1.7% versus the prior year, consisting of an operational increase of 2.8% and a negative impact from currency of 1.1%. Domestic sales increased 2.3%; international sales increased 1.4%, which reflected an operational increase of 3.1% and a negative currency impact of 1.7%.

Positive contributors to operational results were U.S. sales of TYLENOL® and MOTRIN® analgesics; upper respiratory over-the-counter products; international sales of baby care products; sales of NEUTROGENA® and AVEENO® skin care products; and international sales of LISTERINE® oral care products.

Worldwide Pharmaceutical sales of \$28.1 billion for the full-year 2013 represented an increase of 10.9% versus the prior year with an operational increase of 12.0% and a negative impact from currency of 1.1%. Domestic sales increased 12.3%; international sales increased 9.6%, which reflected an operational increase of 11.8% and a negative currency impact of 2.2%.

Primary contributors to operational sales growth were REMICADE® (infliximab) and SIMPONI® (golimumab), biologics approved for the treatment of a number of immune-mediated inflammatory diseases; STELARA® (ustekinumab), a biologic approved for the treatment of moderate to severe plaque psoriasis and active psoriatic arthritis; INVEGA® SUSTENNA®/XEPLION® (paliperidone palmitate), a once-monthly, long-acting, injectable atypical antipsychotic for the treatment of schizophrenia in adults; PREZISTA® (darunavir), a treatment for HIV; DOXIL® (doxorubicin HCl liposome injection)/CAELYX® (pegylated liposomal doxorubicin hydrochloride), a medication to treat recurrent ovarian and other cancers; VELCADE® (bortezomib), a treatment for multiple myeloma; and sales of new products.

The strong sales results of new products included ZYTIGA® (abiraterone acetate), an oral, once-daily medication for use in combination with prednisone for the treatment of metastatic, castration-resistant prostate cancer; XARELTO® (rivaroxaban), an oral anticoagulant; the combined sales of COMPLERA®/EVIPLERA® (emtricitabine /rilpivirine/tenofovir disoproxil fumarate) and EDURANT® (rilpivirine) for the treatment of HIV and INVOKANA® (canagliflozin) for the treatment of adults with type 2 diabetes.

Sales results were negatively impacted by loss of exclusivity for ACIPHEX®/PARIET® (rabeprazole), a proton pump inhibitor for gastrointestinal disorders and CONCERTA® (methylphenidate HCl) for the treatment of attention deficit hyperactivity disorder.

During the quarter, the U.S. Food and Drug Administration (FDA) granted approval of OLYSIO™ (simeprevir) for combination treatment of chronic hepatitis C. The FDA also approved IMBRUVICA™ (ibrutinib) to treat mantle cell lymphoma for patients who received at least one prior treatment. The European Commission approved INVOKANA® (canagliflozin) for the treatment of adults with type 2 diabetes. In addition, SIRTURO® (bedaquiline) received a positive opinion from the European Committee for Medicinal Products for use as part of combination therapy to treat adults with pulmonary multi-drug resistant tuberculosis.

A Marketing Authorization Application was submitted to the European Medicines Agency (EMA) for ibrutinib for the treatment of adult patients with relapsed or refractory chronic lymphocytic leukemia/small lymphocytic lymphoma or relapsed or refractory mantle cell lymphoma. Also filed with the EMA, was a once-daily single tablet fixed-dose antiretroviral combination product containing darunavir, a protease inhibitor developed by Janssen-Cilag International NV marketed as PREZISTA®, with cobicistat, a pharmacokinetic boosting agent, developed by Gilead Sciences, Inc. for use in combination with other HIV medicines.

operational increase of 8.3% and a negative currency impact of 4.1%. Sales included the impact of the acquisition of Synthes, Inc., net of the divestiture of the DePuy trauma business. Excluding this impact, worldwide MD&D operational sales growth was 0.1%.

Primary contributors to operational growth were sales from the acquisition of Synthes, Inc. and joint reconstruction products in the Orthopaedics business; Biosense Webster's electrophysiology products in the Cardiovascular Care business; the Vision Care business; as well as biosurgicals and international sales of energy products in the Specialty Surgery business.

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 128,000 employees at more than 275 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 is included in the financial schedules accompanying this press release and can be found in the Investor Relations section of the Company's website at www.investor.jnj.com.

** Net earnings and diluted earnings per share attributable to Johnson & Johnson.

Johnson & Johnson will conduct a meeting 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 can be found on the Company's website at www.investor.jnj.com.

NOTE TO INVESTORS

(This release contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. 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 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, general industry conditions and competition; economic factors, such as interest rate and currency exchange rate fluctuations; technological advances, new products and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approvals; challenges to patents; significant adverse litigation or government action; impact of business combinations; financial distress and bankruptcies experienced by significant customers and suppliers; changes to governmental laws and regulations and domestic and foreign health care reforms; trends toward health care cost containment; increased scrutiny of the health care industry by government agencies; changes in behavior and spending patterns of purchasers of health care products and services; financial instability of international economies and sovereign risk; disruptions due to natural disasters; manufacturing difficulties or delays; 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 Exhibit 99 of Johnson & Johnson's Annual Report on Form 10-K for the fiscal year ended December 30, 2012. Copies of this Form 10-K, as well as subsequent filings, are available online at www.sec.gov, www.investor.jnj.com or on request from Johnson & Johnson. 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)	FOURTH QUARTER					TWELVE MONTHS						
	2013	2012	Total	Percent Change		2013	2012	Total	Percent Change			
				Operations	Currency				Operations	Currency		
Sales to customers by segment of business												
Consumer												
U.S.	\$ 1,263	1,203	5.0	%	5.0	-	\$ 5,162	5,046	2.3	%	2.3	-
International	2,490	2,449	1.7		4.1	(2.4)	9,535	9,401	1.4		3.1	(1.7)
	3,753	3,652	2.8		4.4	(1.6)	14,697	14,447	1.7		2.8	(1.1)
Pharmaceutical												
U.S.	3,551	3,013	17.9		17.9	-	13,948	12,421	12.3		12.3	-
International	3,745	3,512	6.6		9.0	(2.4)	14,177	12,930	9.6		11.8	(2.2)
	7,296	6,525	11.8		13.1	(1.3)	28,125	25,351	10.9		12.0	(1.1)
Med Devices & Diagnostics												
U.S.	3,200	3,244	(1.4)		(1.4)	-	12,800	12,363	3.5		3.5	-
International	4,106	4,137	(0.7)		3.7	(4.4)	15,690	15,063	4.2		8.3	(4.1)
	7,306	7,381	(1.0)		1.5	(2.5)	28,490	27,426	3.9		6.1	(2.2)
U.S.	8,014	7,460	7.4		7.4	-	31,910	29,830	7.0		7.0	-
International	10,341	10,098	2.4		5.6	(3.2)	39,402	37,394	5.4		8.2	(2.8)
Worldwide	\$ 18,355	17,558	4.5	%	6.3	(1.8)	\$ 71,312	67,224	6.1	%	7.7	(1.6)

Johnson & Johnson and Subsidiaries

Supplementary Sales Data

(Unaudited; Dollars in Millions)	FOURTH QUARTER					TWELVE MONTHS				
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Sales to customers by geographic area

Geographic Area	2013 Sales (\$)	2012 Sales (\$)	2013 %	2012 %	Change (%)	2013 Sales (\$)	2012 Sales (\$)	2013 %	2012 %	Change (%)
U.S.	8,014	7,460	7.4	7.4	-	31,910	29,830	7.0	7.0	-
Europe	4,968	4,603	7.9	4.8	3.1	18,599	16,945	9.8	7.7	2.1
Western Hemisphere excluding U.S.	1,891	1,941	(2.6)	4.8	(7.4)	7,421	7,207	3.0	8.9	(5.9)
Asia-Pacific, Africa	3,482	3,554	(2.0)	7.0	(9.0)	13,382	13,242	1.1	8.6	(7.5)
International	10,341	10,098	2.4	5.6	(3.2)	39,402	37,394	5.4	8.2	(2.8)
Worldwide	18,355	17,558	4.5	6.3	(1.8)	71,312	67,224	6.1	7.7	(1.6)

Johnson & Johnson and Subsidiaries

Condensed Consolidated Statement of Earnings

(Unaudited; in Millions Except Per Share Figures)

FOURTH QUARTER

	2013		2012		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 18,355	100.0	\$ 17,558	100.0	4.5
Cost of products sold	5,955	32.5	6,003	34.2	(0.8)
Selling, marketing and administrative expenses	5,917	32.2	5,661	32.2	4.5
Research and development expense	2,411	13.1	2,331	13.3	3.4
In-process research and development	338	1.9	55	0.3	
Interest (income) expense, net	116	0.6	89	0.5	
Other (income) expense, net	868	4.7	319	1.8	
Earnings before provision for taxes on income	2,750	15.0	3,100	17.7	(11.3)
Provision for/(Benefit from) taxes on income	(769)	(4.2)	533	3.1	
Net earnings	3,519	19.2	2,567	14.6	37.1
Add: Net loss attributable to noncontrolling interest	-	-	-	-	
Net earnings attributable to Johnson & Johnson	\$ 3,519	19.2	\$ 2,567	14.6	37.1
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 1.23		\$ 0.91		35.2
Average shares outstanding (Diluted)	2,872.0		2,833.4		
Effective tax rate	(28.0) %		17.2 %		

Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)

Earnings before provision for taxes on income	\$ 3,909	21.3	\$ 4,115	23.4	(5.0)
Net earnings attributable to Johnson & Johnson	\$ 3,561	19.4	\$ 3,376	19.2	5.5
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 1.24		\$ 1.19		4.2
Effective tax rate	8.9 %		18.0 %		

(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

	2013		2012		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 71,312	100.0	\$ 67,224	100.0	6.1
Cost of products sold	22,342	31.3	21,658	32.2	3.2
Selling, marketing and administrative expenses	21,830	30.6	20,869	31.0	4.6
Research and development expense	8,183	11.5	7,665	11.4	6.8
In-process research and development	580	0.8	1,163	1.7	
Interest (income) expense, net	408	0.6	468	0.7	
Other (income) expense, net	2,498	3.5	1,626	2.5	
Earnings before provision for taxes on income	15,471	21.7	13,775	20.5	12.3
Provision for taxes on income	1,640	2.3	3,261	4.9	(49.7)
Net earnings	13,831	19.4	10,514	15.6	31.5
Add: Net loss attributable to noncontrolling interest	-	-	339	0.5	
Net earnings attributable to Johnson & Johnson	\$ 13,831	19.4	\$ 10,853	16.1	27.4
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 4.81		\$ 3.86		24.6
Average shares outstanding (Diluted)	2,877.0		2,812.6		
Effective tax rate	10.6 %		23.7 %		

Adjusted earnings before provision for taxes and net earnings attributable to Johnson & Johnson (1)

Earnings before provision for taxes on income	\$ 19,169	26.9	\$ 18,214	27.1	5.2
Net earnings attributable to Johnson & Johnson	\$ 15,876	22.3	\$ 14,345	21.3	10.7
Net earnings per share attributable to Johnson & Johnson (Diluted)	\$ 5.52		\$ 5.10		8.2

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

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

(Dollars in Millions Except Per Share Data)	Fourth Quarter		% Incr. / (Decr.)	Twelve Months		% Incr. / (Decr.)
	2013	2012		2013	2012	
Earnings before provision for taxes on income - as reported	\$ 2,750	3,100	(11.3) %	\$ 15,471	13,775	12.3 %
Litigation expenses	506	471		2,282	1,229	
In-process research and development	338	55		580	1,163	
Synthes integration/transaction costs and currency related	181	406		683	1,028	
DePuy ASR™ Hip program	134	83		251	110	
Intangible asset write-downs	-	-		-	939	
Other	-	-		(98)	(30)	
Earnings before provision for taxes on income - as adjusted	\$ 3,909	4,115	(5.0) %	\$ 19,169	18,214	5.2 %
Net Earnings attributable to Johnson & Johnson - as reported	\$ 3,519	2,567	37.1 %	\$ 13,831	10,853	27.4 %
Litigation expenses	227	371		1,646	1,052	
In-process research and development	294	59		462	743 (1)	
Synthes integration/transaction costs and currency related	110	306		483	899	
DePuy ASR™ Hip program	118	73		240	97	
Intangible asset write-downs	-	-		-	717	
Scios Tax Benefit	(707)	-		(707)	-	
Other	-	-		(79)	(16)	
Net Earnings attributable to Johnson & Johnson - as adjusted	\$ 3,561	3,376	5.5 %	\$ 15,876	14,345	10.7 %
Diluted Net Earnings per share attributable to Johnson & Johnson - as reported	\$ 1.23	0.91	35.2 %	\$ 4.81	3.86	24.6 %
Litigation expenses	0.08	0.13		0.57	0.37	
In-process research and development	0.10	0.02		0.16	0.27	
Synthes integration/transaction costs and currency related	0.04	0.11		0.17	0.32	
DePuy ASR™ Hip program	0.04	0.02		0.08	0.03	
Intangible asset write-downs	-	-		-	0.26	
Scios Tax Benefit	(0.25)	-		(0.25)	-	
Other	-	-		(0.02)	(0.01)	
Diluted Net Earnings per share attributable to Johnson & Johnson - as adjusted	\$ 1.24	1.19	4.2 %	\$ 5.52	5.10	8.2 %

(1) Amount includes third quarter in-process research and development charge of \$679M related to bapineuzumab IV offset by \$339M reported as net loss attributable to noncontrolling interest

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)

	FOURTH QUARTER					TWELVE MONTHS				
	2013	2012	% Change			2013	2012	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT (2),(4)										
BABY CARE										
US	\$ 105	103	1.9%	1.9%	-	\$ 413	412	0.2%	0.2%	-
Intl	480	469	2.3%	7.1%	-4.8%	1,882	1,842	2.2%	5.7%	-3.5%
WW	585	572	2.3%	6.2%	-3.9%	2,295	2,254	1.8%	4.7%	-2.9%
ORAL CARE										
US	153	165	-7.3%	-7.3%	-	602	641	-6.1%	-6.1%	-
Intl	265	251	5.6%	8.6%	-3.0%	1,020	983	3.8%	5.9%	-2.1%
WW	418	416	0.5%	2.3%	-1.8%	1,622	1,624	-0.1%	1.1%	-1.2%

US	332	273	21.6%	21.6%	-	1,286	1,074	19.7%	19.7%	-
Intl	747	743	0.5%	1.1%	-0.6%	2,742	2,692	1.9%	2.3%	-0.4%
WW	1,079	1,016	6.2%	6.6%	-0.4%	4,028	3,766	7.0%	7.3%	-0.3%
SKIN CARE										
US	432	385	12.2%	12.2%	-	1,752	1,699	3.1%	3.1%	-
Intl	538	509	5.7%	7.4%	-1.7%	1,952	1,919	1.7%	2.6%	-0.9%
WW	970	894	8.5%	9.5%	-1.0%	3,704	3,618	2.4%	2.9%	-0.5%
WOMEN'S HEALTH										
US	38	82	-53.7%	-53.7%	-	280	336	-16.7%	-16.7%	-
Intl	310	325	-4.6%	-0.8%	-3.8%	1,288	1,289	-0.1%	2.9%	-3.0%
WW	348	407	-14.5%	-11.5%	-3.0%	1,568	1,625	-3.5%	-1.1%	-2.4%
WOUND CARE/OTHER (1)										
US	203	195	4.1%	4.1%	-	829	884	-6.2%	-6.2%	-
Intl	150	152	-1.3%	0.6%	-1.9%	651	676	-3.7%	-2.8%	-0.9%
WW	353	347	1.7%	2.6%	-0.9%	1,480	1,560	-5.1%	-4.7%	-0.4%
TOTAL CONSUMER										
US	1,263	1,203	5.0%	5.0%	-	5,162	5,046	2.3%	2.3%	-
Intl	2,490	2,449	1.7%	4.1%	-2.4%	9,535	9,401	1.4%	3.1%	-1.7%
WW	\$ 3,753	\$ 3,652	2.8%	4.4%	-1.6%	\$ 14,697	\$ 14,447	1.7%	2.8%	-1.1%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2013	2012	Reported	Operational (1)	% Change Currency	2013	2012	Reported	Operational (1)	% Change Currency
PHARMACEUTICAL SEGMENT (2) (4)										
IMMUNOLOGY										
US	\$ 1,726	1,448	19.2%	19.2%	-	\$ 6,591	5,972	10.4%	10.4%	-
Intl	676	528	28.0%	31.9%	-3.9%	2,599	1,902	36.6%	40.1%	-3.5%
WW	2,402	1,976	21.6%	22.6%	-1.0%	9,190	7,874	16.7%	17.5%	-0.8%
REMICADE										
US	982	871	12.7%	12.7%	-	3,891	3,583	8.6%	8.6%	-
US Exports (5)	367	347	5.8%	5.8%	-	1,339	1,470	-8.9%	-8.9%	-
WW	363	286	26.9%	30.7%	-3.8%	1,443	1,086	32.9%	36.2%	-3.3%
WW	1,712	1,504	13.8%	14.5%	-0.7%	6,673	6,139	8.7%	9.3%	-0.6%
SIMPONI										
US	112	72	55.6%	55.6%	-	404	292	38.4%	38.4%	-
Intl	142	109	30.3%	37.0%	-6.7%	528	315	67.6%	75.1%	-7.5%
WW	254	181	40.3%	44.3%	-4.0%	932	607	53.5%	57.4%	-3.9%
STELARA										
US	265	158	67.7%	67.7%	-	957	627	52.6%	52.6%	-
Intl	152	111	36.9%	37.8%	-0.9%	547	398	37.4%	38.3%	-0.9%
WW	417	269	55.0%	55.4%	-0.4%	1,504	1,025	46.7%	47.0%	-0.3%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	19	22	-13.6%	-7.7%	-5.9%	81	103	-21.4%	-18.5%	-2.9%
WW	19	22	-13.6%	-7.7%	-5.9%	81	103	-21.4%	-18.5%	-2.9%
INFECTIOUS DISEASES										
US	302	236	28.0%	28.0%	-	1,077	974	10.6%	10.6%	-
Intl	642	620	3.5%	3.0%	0.5%	2,473	2,220	11.4%	11.5%	-0.1%
WW	944	856	10.3%	9.9%	0.4%	3,550	3,194	11.1%	11.1%	0.0%
INCIVO										
US	-	-	-	-	-	-	-	-	-	-
Intl	107	138	-22.5%	-23.6%	1.1%	517	443	16.7%	17.5%	-0.8%
WW	107	138	-22.5%	-23.6%	1.1%	517	443	16.7%	17.5%	-0.8%
INTELENCE										
US	49	46	6.5%	6.5%	-	187	176	6.3%	6.3%	-
Intl	46	38	21.1%	20.2%	0.9%	192	173	11.0%	10.8%	0.2%
WW	95	84	13.1%	12.7%	0.4%	379	349	8.6%	8.5%	0.1%
PREZISTA										
US	229	165	38.8%	38.8%	-	807	672	20.1%	20.1%	-
Intl	232	188	23.4%	22.8%	0.6%	866	742	16.7%	16.2%	0.5%
WW	461	353	30.6%	30.3%	0.3%	1,673	1,414	18.3%	18.1%	0.2%
OTHER INFECTIOUS DISEASES										
US	24	25	-4.0%	-4.0%	-	83	126	-34.1%	-34.1%	-
Intl	257	256	0.4%	0.4%	0.0%	898	862	4.2%	4.4%	-0.2%
WW	281	281	0.0%	0.0%	0.0%	981	988	-0.7%	-0.5%	-0.2%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2013	2012	Reported	Operational (1)	% Change Currency	2013	2012	Reported	Operational (1)	% Change Currency

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