

care products. Major lines by segment: Consumer (baby care, nonprescription drugs, sanitary protection, and skin care), Med. Device & Diag. (wound closures, minimally invasive surgical instruments, diagnostics, orthopedics, and contact lenses), and Pharmaceutical (contraceptives, psychiatric, anti-infective, and dermatological

(58%); Med. Device & Diag., 36% (31%); Consumer, 17% (11%). Int'l business, 41% of '04 sales; R&D, 11%. Has 109,900 empl.; 187,840 stockholders. Off./dir. own less than 1% (3/05 Proxy). Chrmn. & CEO: William Weldon. Inc.: NJ. Addr.: One J&J Plaza, New Brunswick, NJ 08933. Tel.: 732-524-0400. Web: www.jnj.com.

2005 and 2006. J&J's Medical Devices &

Diagnostics and Consumer segments con-

tinue to perform well, with revenues ex-

panding 16.0% and 11.4% in the first quarter, to \$4.8 billion and \$2.3 billion,

respectively; they grew by 13.2% and

12.1% in 2004. Šales of pharmaceuticals slowed to only 7.0%, however; growth last year was 13.4%. The company's largest

business (\$5.8 billion in the March period)

was hurt by pressures from branded and

generic products, a situation that's likely to persist over the next two years. Ge-

nerics threaten Duragesic, Concerta, and Ultracet, while flagship Procrit/Eprex and

Remicade will be squeezed by branded ri-

vals. That said, share net was up 17% in

2005's first quarter (topping our estimate by \$0.05), buoyed by the MD&D segment.

12981 **ANNUAL RATES** Past Est'd '02-'04 Past 10 Yrs. 9.5% 13.5% 14.5% 5 Yrs. 9.5% of change (per sh) to '08-'10 Sales "Cash Flow" 9.0% 13.0% 15.0% 10.5% 11.0% Earnings Dividends Book Value 14.0% 15.0% 12.0% 14.5%

22995

4996

1363

7089

13448

27320

5227

280

8420

13927

28766

4038 318

8625

**Current Assets** 

Accts Payable Debt Due

Current Liab.

DOOK Value 13.076 12.076 14.076					7.070
Fiscal Year Ends			ALES (\$ m Sep.Per		Full Fiscal Year
2002	8743	9073	9079	9403	36298
2003	9831	10322	10455	11254	41862
2004	11559	11484	11553	12752	47348
2005	12832	12575	12500	13408	51315
2006	13750	13550	13400	14450	55150
Fiscal	EARNINGS PER SHARE AB _Full .				
Year Ends			Sep.Per		Fiscal Year
2002	.59	.60	.60	.44	2.23
2003	.69	.70	.69	.62	2.70
2004	.83	.82	.78	.67	3.10
2005	.97	.91	.86	.71	3.45
2006	1.02	1.01	.96	.81	3.80
Cal-	QUARTERLY DIVIDENDS PAID C=				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2001	.16	.18	.18	.18	.70
2002	.18	.205	.205	.205	.80
2003	.20	.24	.24	.24	.92
2004	.24	.285	.285	.285	1.10
2005	.285	.33			
					1.00

(A) Year ends on last Sunday of December.
(B) Primary earnings through '96, diluted there-

Johnson & Johnson's largest acquisition to date will probably close in about three months. Guidant stockholders approved the \$25 billion deal in late April. Permission is still required of U.S. and European regulators, but we think the merger will occur in the latter part of the September period. At that time, investors in Guidant will receive stock and cash worth \$76 for each of their shares. The acquirer will in turn get a lucrative and rapidly expanding cardiac rhythm management business. J&J will also get a bioerodable polymer and stents program, which should enhance its own long-term competitive stance in the nascent, highly profitable drug-eluting stents market. The purchase also eliminates a potential competitor that could have exerted substantial pricing and margin pressures in the stents arena. Modest earnings dilution is likely this year and next, but the addition should be accretive in the subsequent years. (Note: Guidant will be excluded from our figures until the merger actually closes.)

Bottom-line deceleration is likely in the near term, but double-digit percentage gains still seem probable in

We look for share profits to rise 11% (to \$3.45) in 2005 and 10% (\$3.80) next year. These top-quality shares look good for the year ahead, as well as out to 2008-2010. They are timely. Current valuations and a consistently increasing dividend payout, meantime, offer the potential for solid total returns over the long haul. George Rho

June 3. 2005

'02, (7¢); '03: Q2, (30¢); '04, (26¢) Next earnings report due mid-July. **(C)** Dividends historically paid mid: March, June, Sept., Dec. ■Div'd reinvestment plan available. (D) Incl. intang.: In

'04, \$12.4 billion, \$4.17/sh. **(E)** In mill., adj. for stock splits.

Company's Financial Strength Stock's Price Stability A++ 100 Price Growth Persistence **Earnings Predictability** 100