| TIMELIN | $\text { NESS } 3$ | Lowered | 16/17 | High: Low: | $\begin{array}{r} 69.4 \\ 56.7 \\ \hline \end{array}$ | $\begin{aligned} & 68.8 \\ & 59.7 \end{aligned}$ | $\begin{aligned} & 72.8 \\ & 52.1 \end{aligned}$ | $\begin{aligned} & \hline 65.4 \\ & 46.3 \end{aligned}$ | $\begin{aligned} & 66.2 \\ & 56.9 \end{aligned}$ | $\begin{aligned} & 68.1 \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \hline 72.7 \\ & 61.7 \end{aligned}$ | $\begin{aligned} & 96.0 \\ & 70.3 \end{aligned}$ | $\begin{array}{r} 109.5 \\ 86.1 \end{array}$ | $\begin{array}{r} 106.5 \\ 81.8 \end{array}$ | $\begin{array}{r} \hline 126.1 \\ 94.3 \end{array}$ | $\begin{array}{r} 117.0 \\ 110.8 \end{array}$ |  |  | Target Pri | Range |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFETY | $\begin{array}{ll} Y & 1 \end{array}$ | New $7 / 27$ |  | LEGEN | DS ${ }^{\prime \prime}$ Cash |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \|2022 |
| TECHNI BETA | CAL 2 <br> (1.00 = | Raised 2 <br> Market) |  | Options: Shaded | ane Pr <br> ea indi | Fowngth <br> tes reces |  |  |  |  |  |  |  |  |  |  |  |  |  | 320 200 |
|  | 0-22 PRO | JECTIO | NS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 160 |
|  |  | , | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Price | n |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 120 100 |
| High |  | 5\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Low | 45 | 0\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 80 |
| Insider | Decisi | ons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
| , | A M J | $J$ A S | O N D |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| $\begin{array}{\|l\|l} \text { to Buy } \\ \text { Options } \\ \text { to Sell } \end{array}$ | $\begin{array}{lll}0 & 0 & 0 \\ 0 & 1 & 1 \\ 0 & 1 & 2\end{array}$ | $\begin{array}{lll}0 & 0 & 0 \\ 2 & 0 & 0 \\ 2 & 0 & 0\end{array}$ | lllll $\begin{array}{llll}1 & 0 & 0 \\ 0 & 0 & 0 \\ 0 & 0 & 0 \\ & \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institut | tional D | Decision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 102016 | 202016 | 302016 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | STOCK INDEX  <br> 115 312 | $=18$ |
| to Buy | 996 996 | 937 1065 | 873 1122 | shares |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{ll} 11.5 & 31.2 \\ 39.3 & 25.8 \end{array}$ | - |
| to Sell HId's(000) | ${ }_{18808871}^{996}$ | $\begin{array}{r}1065 \\ \hline 197401\end{array}$ | 1122 753653 | traded |  |  | $\|1\|\|\|\|\mid$ |  |  |  |  |  | 111 |  | 1 Ill |  |  | $\begin{aligned} & 3 \mathrm{yr} . \\ & 5 \mathrm{yr} . \end{aligned}$ | 39.3 25.8 <br> 99.7 84.9 |  |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | $\bigcirc$ © VAL | UE LINE PUB. LLC | 20-22 |
| 10.83 | 12.23 | 14.10 | 15.94 | 16.98 | 18.43 | 21.51 | 23.02 | 22.47 | 22.49 | 23.87 | 24.19 | 25.28 | 26.71 | 25.44 | 26.60 | 27.55 | 28.60 | Sales p | er sh A | 38.35 |
| 2.46 | 2.85 | 3.36 | 3.84 | 4.25 | 4.60 | 5.23 | 5.70 | 5.69 | 5.92 | 6.25 | 6.48 | 7.08 | 7.26 | 6.95 | 7.45 | 7.95 | 8.55 | "Cash | Flow" per sh | 11.95 |
| 1.91 | 2.23 | 2.70 | 3.10 | 3.50 | 3.76 | 4.15 | 4.57 | 4.63 | 4.76 | 5.00 | 5.10 | 5.52 | 5.70 | 5.48 | 5.93 | 6.60 | 7.15 | Earning | sper sh A B | 9.90 |
| . 70 | . 80 | . 92 | 1.10 | 1.28 | 1.46 | 1.62 | 1.80 | 1.93 | 2.11 | 2.25 | 2.40 | 2.59 | 2.76 | 2.95 | 3.15 | 3.35 | 3.55 | Div'ds | Decl'd per sh Cm | 4.90 |
| . 57 | . 71 | . 76 | . 73 | . 88 | . 92 | 1.04 | 1.11 | . 86 | . 87 | 1.06 | 1.06 | 1.27 | 1.33 | 1.26 | 1.05 | 1.20 | 1.20 | Cap'IS | pending per sh | 1.15 |
| 7.95 | 7.65 | 9.05 | 10.71 | 12.73 | 13.59 | 15.25 | 15.35 | 18.37 | 20.66 | 20.95 | 23.33 | 26.25 | 25.06 | 25.83 | 27.10 | 30.20 | 33.70 | Book V | alue per sh D | 43.70 |
| 3047.2 | 2968.3 | 2968.0 | 2971.0 | 2974.5 | 2893.2 | 2840.2 | 2769.2 | 2754.3 | 2738.1 | 2724.4 | 2778.5 | 2820.6 | 2783.3 | 2755.0 | 2705.0 | 2700.0 | 2700.0 | Comm | S Shs Outst'g E | 2700.0 |
| 27.2 | 25.9 | 19.4 | 18.1 | 18.5 | 16.6 | 15.4 | 14.3 | 12.5 | 13.1 | 12.7 | 13.1 | 15.6 | 17.7 | 18.2 | 19.1 | Bold fil | are | Avg A | n'I P/E Ratio | 16.0 |
| 1.39 | 1.41 | 1.11 | . 96 | . 99 | . 90 | . 82 | . 86 | . 83 | . 83 | . 80 | . 83 | . 88 | . 93 | . 92 | 1.00 |  | Line | Relativ | P/E Ratio | 1.00 |
| 1.3\% | 1.4\% | 1.8\% | 2.0\% | 2.0\% | 2.3\% | 2.5\% | 2.8\% | 3.3\% | 3.4\% | 3.5\% | 3.6\% | 3.0\% | 2.7\% | 3.0\% | 3.1\% | estim |  | Avg An | n'I Div'd Yield | 3.1\% |
| CAPITAL | L STRUC | CTURE a | of 10/2 |  |  | 61095 | 63747 | 61897 | 61587 | 65030 | 67224 | 71312 | 74331 | 70074 | 71890 | 74450 | 77250 | Sales | mill) ${ }^{\text {A }}$ | 103500 |
| Total De | ebt \$26,9 | 89 mill. D | ue in 5 Y | rs \$13,56 | 5 mil . | 29.4\% | 29.5\% | 31.6\% | 31.4\% | 32.3\% | 35.7\% | 33.3\% | 33.7\% | 31.1\% | 33.5\% | 35.0\% | 36.0\% | Operati | $g$ Margin | 37.0\% |
| LT Debt | t \$23,546 | mill. | Interes | $\begin{aligned} & \text { t \$735.0 n } \\ & \text { (24\% of } \end{aligned}$ |  | 2777.0 | 2832.0 | 2774.0 | 2939.0 | 3158.0 | 3666.0 | 4104.0 | 3895.0 | 3746.0 | 3600 | 3675 | 3800 | Deprec | tion (\$mill) | 5550 |
|  |  |  |  | \% of |  | 12085 | 12949 | 12906 | 13279 | 13867 | 14345 | 15876 | 16323 | 15409 | 16540 | 17820 | 19305 | Net Pro | fit (\$mill) | 26730 |
| Leases, | Uncapit | alized An | nnual rent | tals \$224 | mill. | 22.1\% | 23.5\% | 22.0\% | 21.1\% | 20.1\% | 23.1\% | 17.2\% | 20.6\% | 19.7\% | 14.5\% | 19.0\% | 20.0\% | Income | Tax Rate | 20.0\% |
|  |  |  |  |  |  | 19.8\% | 20.3\% | 20.9\% | 21.6\% | 21.3\% | 21.3\% | 22.3\% | 22.0\% | 22.0\% | 22.5\% | 23.9\% | 25.0\% | Net Pro | fit Margin | 25.8\% |
| Pension | Assets | -12/15 \$2 | 2.3 bill. O | blig. \$25 | . 9 bill. | 10108 | 13525 | 17810 | 24235 | 31505 | 21854 | 30732 | 34226 | 32463 | 40200 | 38000 | 40000 | Workin | Cap'I (\$mill) | 40000 |
| eferre | Stoc | one |  |  |  | 7074.0 | 8120.0 | 8223.0 | 9156.0 | 12969 | 11489 | 13328 | 15122 | 12857 | 23250 | 23000 | 23000 | Long-T | -rm Debt (\$mill) | 25000 |
| Preferre | Stoc | None |  |  |  | 43319 | 42511 | 50588 | 56579 | 57080 | 64826 | 74053 | 69752 | 71150 | 73300 | 81510 | 91000 | Shr. Eq | uity (\$mill) | 118000 |
| Commo | Stock | ,720,53 | 1,728 sha | ares |  | 24.1\% | 26.0\% | 22.3\% | 20.6\% | 20.2\% | 19.1\% | 18.4\% | 19.5\% | 18.6\% | 17.5\% | 17.5\% | 17.5\% | Return | on Total Cap'l | 19.0\% |
| as of 10 | 0/28/16 |  |  |  |  | 27.9\% | 30.5\% | 25.5\% | 23.5\% | 24.3\% | 22.1\% | 21.4\% | 23.4\% | 21.7\% | 22.5\% | 22.0\% | 21.0\% | Return | on Shr. Equity | 22.5\% |
| MARKE | T CAP: | \$309 billi | on (Larg | Cap) |  | 17.1\% | 18.6\% | 15.0\% | 13.2\% | 13.5\% | 11.9\% | 11.6\% | 12.3\% | 10.2\% | 10.5\% | 11.0\% | 10.5\% | Retained | d to Com Eq | 11.5\% |
| CURREN | NT POSI | TION | 2014 | 2015 | 10/2/16 | 39\% | 39\% | 41\% | 44\% | 44\% | 46\% | 46\% | 48\% | 53\% | 53\% | 51\% | 50\% | All Div' | ds to Net Prof | 49\% |


| (\$MILLL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 14523 | 38376 | 40433 |
| Receivables | 10985 | 10734 | 11798 |
| lnventory (FIFO) | 8184 | 8053 | 8488 |
| Other | $\underline{25619}$ | 3047 | 2600 |
| Current Assets | 59311 | $\underline{60210}$ | 63319 |
| Accts Payable | 7633 | 6668 | 5971 |
| Debt Due | 3638 | 7004 | 3443 |
| Other | $\underline{13814}$ | 14075 | 13816 |
| Current Liab. | $\mathbf{2 5 0 8 5}$ | 27747 | $\mathbf{2 3 2 3 0}$ |


| U | Past | Pa | Est'd '13-15 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | '20 |
| Sales | 5.0\% | 2.5\% | 6.0\% |
| "Cash Flow" | 6.5\% | 4.0\% | 7.5\% |
| Earnings | 6.0\% | 3.5\% | 8.5\% |
| Dividends | 9.5\% | 7.5\% | 8.5\% |
| Book Value | 9.0\% | 7.0\% | 8.0\% |


| Cal- <br> endar | QUARTERLY SALES (\$ mill.) A <br> Mar.Per Jun.Per Sep.Per Dec.Per |  |  | Full <br> Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 18115 | 19495 | 18467 | 18254 | 74331 |
| 2015 | 17374 | 17787 | 17102 | 17811 | 70074 |
| 2016 | 17482 | 18482 | 17820 | 18106 | 71890 |
| 2017 | 18000 | 19000 | 18450 | 19000 | 74450 |
| 2018 | 18775 | 19700 | 19175 | 19600 | 77250 |
| Cal- | EARNINGS PER SHARE AB |  |  |  | Full |
| endar | Mar.Per Jun.Per Sep.Per Dec.Per | Year |  |  |  |
| 2014 | 1.64 | 1.51 | 1.66 | .89 | 5.70 |
| 2015 | 1.53 | 1.60 | 1.20 | 1.15 | 5.48 |
| 2016 | 1.54 | 1.48 | 1.53 | 1.38 | 5.93 |
| 2017 | 1.68 | 1.70 | 1.70 | 1.52 | 6.60 |
| 2018 | 1.80 | 1.85 | 1.85 | 1.65 | 7.15 |
| Cal- | QUARTERLY DIVIDENDS PAID C. | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 2013 | .61 | .66 | .66 | .66 | 2.59 |
| 2014 | .66 | .70 | .70 | .70 | 2.76 |
| 2015 | .70 | .75 | .75 | .75 | 2.95 |
| 2016 | .75 | .80 | .80 | .80 | 3.15 |
| 2017 |  |  |  |  |  |

[^0]J ohnson \& J ohnson has made a $\$ 30$ billion bid for Actelion Ltd. The allcash offer for the Switzerland-based biotechnology company works out to about a $23 \%$ premium over Actelion's preannouncement closing price. As part of the transaction, Actelion will spin off its drug discovery operations and early-stage clinical development assets into a new standalone company, which would be called R\&D NewCo. Holders of Actelion would receive shares in the new entity. J NJ would start with a $16 \%$ stake in the spinoff, and have the option to increase this percentage to $32 \%$.
What's the attraction for Johnson \& J ohnson? The Swiss company will provide J NJ access to its high-margined offerings that treat rare diseases. The acquisition would also allow the company to widen its portfolio of leading medicines and promising late-stage drugs. The deal was approved by the boards of both companies, but Actelion shareholders must still agree to the purchase. J NJ must acquire at least $67 \%$ of the outstanding equity for the deal to be finalized. Regulatory approval is also required. To gain control of Actelion, J NJ

has had to offer to pay a high 30 times Actelion's estimated earnings in 2018. Management apparently believes that the price was appropriate because Actelion will diversify its exiting portfolio, which while strong, is facing pressure from some lowcost alternatives. J NJ believes that the acquisition will be immediately accretive to its earnings. Finally, the $\$ 30$ billion payout will not have a major impact on the company's impressive balance sheet.
Meanwhile, the company's guidance for 2017 was lowered. Management's estimates for both revenues and adjusted share earnings have been reduced by $\$ 600$ million and $\$ 0.10$ a share, respectively. All told, we think JNJ's earnings per share will come in at $\$ 6.60$ and $\$ 7.15$ in 2017 and 2018. (Our earnings presentation does not include the proposed merger.)
These high-yielding shares are neutrally ranked. The price of JNJ stock has declined recently, while the market indices have advanced nicely. As a result, its total return prospects through 2020-2022 are attractive. Hence, patient investors might find this blue chip of interest. J ames A. Flood

February 17, 2017

[^1]
[^0]:    BUSINESS: Johnson \& Johnson is engaged in the research \& development, manufacture, and sale of a broad range of products in the healthcare field. Has three business segments: Consumer (baby care, skin care, oral care, wound care, etc.), Pharmaceutical (antiinfective, antipsychotic, contraceptive, dermatology, gastrointestinal, etc.), and Medical Devices \& Diagnostics (electrophysiol-

[^1]:    (A) Years end on the last Sunday in December. (B) Diluted earnings. Excludes nonrecurring: 01, d7c; '02, d7c; '03, d30¢; '04, d26¢; '05,
    d\$1.51; '12, d\$1.24; '13, d71c. GAAP as of 2015. Next earnings report due late April. (C) Dividends historically paid: March, June, (C) ividends historicaly paid: March, June,
    September, and December. - Dividend rein-
    vestment plan available.
    (D) Includes intangibles. On 10/2/16: $\$ 50.8$ billion, $\$ 18.67$ a share. (E) In millions.

