| $\sqrt{0}$ | $N$ |  |  | N |  |  |  | $\begin{aligned} & \text { RECENT } 123.21 \\ & \text { PRICE } \end{aligned}$ |  | $\begin{array}{ll} \hline \text { P/E } \\ \text { RATIO } 19,1\binom{\text { Trailing: } 20.7}{\text { Median: } 15.0} \end{array}$ |  |  |  | RELATIVEPEE RATIO 0.97 |  | $\text { VIV'D } 2.8 \%$ | $2.8 \% \text { VALUE }$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\text { NESS } 3$ | -owered |  | High: Low: | 69.4 56.7 | 68.8 59.7 | 72.8 52.1 | $\begin{aligned} & 65.4 \\ & 46.3 \end{aligned}$ | $\begin{aligned} & 66.2 \\ & 56.9 \end{aligned}$ | $\begin{aligned} & 68.1 \\ & 57.5 \end{aligned}$ | $\begin{aligned} & 72.7 \\ & 61.7 \end{aligned}$ | $\begin{aligned} & 96.0 \\ & 70.3 \end{aligned}$ | $\begin{array}{r} 109.5 \\ 86.1 \end{array}$ | $\begin{array}{r} 106.5 \\ 81.8 \end{array}$ | $\begin{array}{r} 126.1 \\ 94.3 \end{array}$ | $\begin{aligned} & 129.0 \\ & \hline 110.8 \end{aligned}$ |  |  | Target 2020 | Range 2022 |
| SAFETY <br> TECHNIC <br> BETA 80 | $\begin{array}{ll} \text { Y } & \mathbf{1} \\ \text { ICAL } & 3 \end{array}$ $(1.00=$ | New 7/27 <br> Lowered <br> Market) |  |  | $\begin{aligned} & \text { NDS } \\ & 2.0 \times \text { "Cash } \\ & \text { celative Price } \\ & \text { YYe } \\ & \text { area indice } \end{aligned}$ | ow" p Strength recess |  |  |  |  |  |  |  |  |  |  |  |  |  | $-320$ -200 |
|  | 0-22 PR | ECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | - 160 |
|  |  | Gain | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -120 |
|  | Price | Gain $40 \%)$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
| Low |  | \%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 80 |
| Insider | Decisi | ons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
|  | J A S <br> 00 | O N D | J F M |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| $\begin{aligned} & \text { to Buy } \\ & \text { Options } \\ & \text { to Sell } \\ & \hline \end{aligned}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 2 & 0 & 0 \\ 2 & 0 & 0 \\ \hline \end{array}$ | $\begin{array}{lll} 1 & 0 & 0 \\ 0 & 0 & 0 \\ 0 & 0 & 0 \\ \hline \end{array}$ | 0 0 0 <br> 0 9 2 <br> 0 2 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| Institu | tional D | ecision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RHIS VL ARITH. |  |
|  | 202016 937 | 302016 873 | 402016 1037 | Percent |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{cc} \text { STOCK } & \text { INDEX } \\ 13.2 & 19.0 \end{array}$ | $={ }^{18}$ |
| to Buy to Sell | $\begin{array}{r} 937 \\ -1065 \end{array}$ | $\begin{array}{r} 873 \\ 1122 \\ \hline \end{array}$ | $\begin{array}{r} 1037 \\ 1049 \end{array}$ | shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr . | $32.6 \quad 25.3$ |  |
| Hld's(00) 1 | 17977401 | 7536531 | 788204 |  |  |  |  |  |  |  |  |  |  |  |  | ل1 |  | 5 yr . | $120.0 \quad 82.4$ |  |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | ${ }^{\circ}$ VAL | E 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 | 26.56 | 28.05 | 29.20 | Sales | sh A | 39.05 |
| 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 | 7.50 | 7.80 | 8.65 | "Cash | low" 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 | 6.45 | 7.25 | Earning | per 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 | 3.32 | 3.52 | Div'ds | ecl'd per sh C. | 4.90 |
| . 57 | . 71 | . 76 | . 73 | . 88 | . 92 | 1.04 | 1.11 | . 86 | . 87 | 1.06 | 1.06 | 1.27 | 1.33 | 1.26 | 1.19 | 1.20 | 1.20 | Cap'IS | ending 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 | 26.02 | 30.05 | 33.50 | Book | ue 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 | 2706.5 | 2700.0 | 2700.0 | Comm | 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 figu | are | Avg An | IP/E Ratio | 16.0 |
| 1.39 | 1.41 | 1.11 | . 96 | . 99 | . 90 | . 82 | . 86 | . 83 | . 83 | . 80 | . 83 | . 88 | . 93 | . 92 | 1.01 |  |  | 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\% | 2.8\% | estim | tes | Avg An | I Div'd Yield | 3.1\% |
| CAPITAL STRUCTURE as of $1 / 1 / 17$ Total Debt $\$ 27,126$ mill. Due in 5 Yrs $\$ 8,227$ mil. LT Debt $\$ 22,442$ mill. LT Interest $\$ 725.0$ mill. (24\% of Capital) |  |  |  |  |  | 61095 | 63747 | 61897 | 61587 | 65030 | 67224 | 71312 | 74331 | 70074 | 71890 | 75750 | 78900 | Sales | II) | 105500 |
|  |  |  |  |  |  | 29.4\% | 29.5\% | 31.6\% | 31.4\% | 32.3\% | 35.7\% | 33.3\% | 33.7\% | 31.1\% | 34.6\% | 35.0\% | 36.0\% | Operati | Margin | 37.0\% |
|  |  |  |  |  |  | 2777.0 | 2832.0 | 2774.0 | 2939.0 | 3158.0 | 3666.0 | 4104.0 | 3895.0 | 3746.0 | 3754.0 | 3675 | 3800 | Deprec | tion (\$mill) | 5550 |
|  |  |  |  |  |  | 12085 | 12949 | 12906 | 13279 | 13867 | 14345 | 15876 | 16323 | 15409 | 16540 | 17450 | 19575 | Net Pro | (\$mill) | 26730 |
| Leases, Uncapitalized Annual rentals \$216 mill. |  |  |  |  |  | 22.1\% | 23.5\% | 22.0\% | 21.1\% | 20.1\% | 23.1\% | 17.2\% | 20.6\% | 19.7\% | 16.5\% | 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\% | 23.0\% | 23.0\% | 24.8\% | Net Pro | Margin | 25.8\% |
| Pension Assets-12/16 \$23.6 bill. Oblig. \$28.1 bill. |  |  |  |  |  | 10108 | 13525 | 17810 | 24235 | 31505 | 21854 | 30732 | 34226 | 32463 | 38745 | 38000 | 40000 | Work | Cap'I (\$mill) | 40000 |
| Preferred Stock None |  |  |  |  |  | 7074.0 | 8120.0 | 8223.0 | 9156.0 | 12969 | 11489 | 13328 | 15122 | 12857 | 22442 | 23000 | 23000 | Long-T | m Debt (\$mill) | 25000 |
|  |  |  |  |  |  | 43319 | 42511 | 50588 | 56579 | 57080 | 64826 | 74053 | 69752 | 71150 | 70418 | 81110 | 90500 | Shr. Eq | ity (\$mill) | 118000 |
| Common Stock 2,713,346,602 shares as of $2 / 23 / 17$ <br> MARKET CAP: $\$ 334$ billion (Large Cap) |  |  |  |  |  | 24.1\% | 26.0\% | 22.3\% | 20.6\% | 20.2\% | 19.1\% | 18.4\% | 19.5\% | 18.6\% | 18.2\% | 17.0\% | 17.0\% | Return | Total Cap'l | 19.0\% |
|  |  |  |  |  |  | 27.9\% | 30.5\% | 25.5\% | 23.5\% | 24.3\% | 22.1\% | 21.4\% | 23.4\% | 21.7\% | 23.5\% | 21.5\% | 21.5\% | Return | Shr. Equity | 22.5\% |
|  |  |  |  |  |  | $\begin{array}{r} 17.1 \% \\ 39 \% \end{array}$ | 18.6\% | 15.0\% | 13.2\% | 13.5\% | 11.9\% | 11.6\% | 12.3\% | 10.2\% | 11.2\% | 10.5\% | 11.0\% | Retaine | to Com Eq | 11.5\% |
| CURRENT POSITION |  |  | 2014 | 2015 | 1/1/17 |  | 39\% | 41\% | 44\% | 44\% | 46\% | 46\% | 48\% | 53\% | 52\% | 51\% | 49\% | All Div' | to Net Prof | 49\% |


| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 14523 | 38376 | 41907 |
| Receivables | 10985 | 10734 | 11699 |
| Inventory (FIFO) | 8184 | 8053 | 8144 |
| Other | 25619 | 3047 | 3282 |
| Current Assets | 59311 | 60210 | 65032 |
| Accts Payable | 7633 | 6668 | 6918 |
| Debt Due | 3638 | 7004 | 4684 |
| Other | 13814 | 14075 | 14685 |
| Current Liab. | 25085 | 27747 | 2628 |


| ANNUAL RATES | Past | Past | Est'd '14-'16 |
| :--- | ---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Y rs. | to' 20.22 |
| Sales | $4.5 \%$ | $2.5 \%$ | $6.5 \%$ |
| "Cash Flow" | $5.5 \%$ | $4.0 \%$ | $8.5 \%$ |
| Earnings | $5.0 \%$ | $3.5 \%$ | $9.5 \%$ |
| Dividends | $8.5 \%$ | $7.0 \%$ | $9.0 \%$ |
| Book Value | $7.5 \%$ | $5.0 \%$ | $9.5 \%$ |


| 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 | 17766 | 19400 | 18950 | 19634 | 75750 |
| 2018 | 19150 | 20100 | 19550 | 20100 | 78900 |
| 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 | 1.61 | 1.62 | 1.70 | 1.52 | 6.45 |
| 2018 | 1.80 | 1.85 | 1.90 | 1.70 | 7.25 |
| 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 | .80 | .84 |  |  |  |


| BUSINESS: Johnson \& Johnson is engaged in the research \& de- | ogy, circulatory disease management, orthopedic joint reconstruc- |
| :--- | :--- | :--- |
| velopment, manufacture, and sale of a broad range of products in | tion, etc.). Employs about 126,400. Officers \& directors own about |
| the healthcare field. Has three business segments: Consumer | $.2 \%$ of common stock; Vanguard Group, $7.0 \%$; BlackRock, $6.3 \%$ |
| (baby care, skin care, oral care, wound care, etc.), Pharmaceutical | State Street, $5.7 \%$. (4/17 Proxy). Chairman \& CEO: Alex Gorsky. |
| (antiinfective, antipsychotic, contraceptive, dermatology, gastroin- | Inc.: NJ. Address: One Johnson \& Johnson Plaza, New Brunswick, |
| testinal, etc.), and Medical Devices \& Diagnostics (electrophysiol- | NJ 08933. Telephone: $732-524-0400$. Internet: www.jnj.com. |

J ohnson \& J ohnson's pending acquisi-
tion of Actelion Ltd. should be completed shortly. The all-cash $\$ 30$ billion takeover of the Swiss biotechnology company has been agreed to by enough shareholders, and regulatory approval has been granted in six of the seven needed jurisdictions. The purchase should provide J NJ with access to certain higher-margined offerings that treat rare diseases and several medicines that are in the late stages of test trials. JNJ is paying a decent premium for Actelion, but the funding won't harm its pristine balance sheet, as it has the cash on hand.
We expect the Pharmaceutical segment to turn around. In the first quarter, on an-apples-to-apples basis, sales in this key arena were down $0.4 \%$ in the U.S. The picture would have been worse if not for an impressive showing by oncology drugs such as DARALEX and IMBRUVICA. Meanwhile, sales of cardiovascular drugs, including INVOKANA/ IN VOKAMET, were lower as a result of price discounting. Helping this sector to post better returns (besides the acquisition) will be J NJ 's pipeline of promising drugs.

Indeed, there are 10 drugs that have the potential of each doing $\$ 1$ billion in sales.
The vaunted Consumer segment is struggling. Home to some of the most iconic brands in the world, four of the six sectors in this group posted declines in sales in the March period. Oral Care, (LISTERINE) Baby Care, and Wound Care saw declines of $6 \%-12 \%$.

## The company's near-term earnings

 outlook is less clear than usual. We expect the Medical Device segment to post strong results and we have confidence that things will improve in the Pharmacy operations. The Consumer sector will be the swing factor, and at this point we are not sure if the recent problems are cydical or consumers are starting to pay less for products' store-brand names. In any case, we estimate share earnings will rise a healthy 9\% and 11\%, in 2017 and 2018.These shares are ranked to perform in line with the market averages in the year ahead. Long-term total return potential isn't as attractive as in the past, but conservative investors will still find much to like in this blue-chip stock. J ames A. Flood

[^0]
[^0]:    A) Years end on the last Sunday in December. (B) Diluted earnings. Excludes nonrecurring:

