| TIMELIN | $\text { JESS } 3$ | Lowered | 1/6/17 | High: Low: | $\begin{array}{r} 69.4 \\ 56.7 \\ \hline \end{array}$ | $\begin{array}{r} 68.8 \\ 59.7 \\ \hline \end{array}$ | 72.8 52.1 | $\begin{aligned} & \hline 65.4 \\ & 46.3 \end{aligned}$ | $\begin{aligned} & \hline 66.2 \\ & 56.9 \end{aligned}$ | $\begin{aligned} & 68.1 \\ & 57.5 \end{aligned}$ | $\begin{aligned} & \hline 72.7 \\ & 61.7 \end{aligned}$ | $\begin{aligned} & 96.0 \\ & 70.3 \end{aligned}$ | $\begin{array}{r} 109.5 \\ 86.1 \end{array}$ | $\begin{array}{r} 106.5 \\ 81.8 \end{array}$ | $\begin{array}{r} 126.1 \\ 94.3 \end{array}$ | $\begin{aligned} & \hline 137.1 \\ & 110.8 \end{aligned}$ |  |  | Target Price 2020 \| 2021 | Range 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFETY | $1$ | New 7/27 |  | LEGEN | IDS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TECHNI BETA | CAL 2 <br> $5(1.00=$ | Raised 8 Market) |  |  | $\begin{aligned} & 0 \times \text { "Cash } \\ & \text { lative Price } \end{aligned}$ Yes area indice | Strength <br> tes reces |  |  |  |  |  |  |  |  |  |  |  |  |  | 320 -200 |
|  | -22 PR | JJECTIO | NS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 160 |
|  | Price | Gain | n'l Total |  |  |  |  |  |  |  |  |  |  |  |  | $\cdots$ |  |  |  | 120 |
|  | Price | Gain $30 \%$ | Return 10\% |  |  |  |  |  |  |  |  |  |  | ".1.1.11 |  |  |  |  |  | 100 |
| $\begin{array}{\|ll} \text { High } & 1 \\ \text { Low } \end{array}$ | $\begin{aligned} & 75 \\ & 45 \end{aligned}$ | $\begin{array}{r} 30 \% \% \\ 10 \%) \end{array}$ | 10\% |  |  |  |  |  |  |  |  | لالبا |  | -1, |  |  |  |  |  | 80 |
| Insider | Decisi | ons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
|  | 0 N D | J F M | A M J |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Buy Options to Sell | $\begin{array}{lll} 1 & 0 & 0 \\ 0 & 0 & 0 \\ 0 & 0 & 0 \end{array}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 0 & 9 & 2 \\ 0 & 2 & 3 \end{array}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 0 & 0 & 0 \\ 0 & 0 & 0 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institut | tional D | ecision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | T. RETURN 7/17 |  |
|  | 302016 | 402016 | 102017 | Percent |  |  |  |  |  |  |  |  |  |  |  |  |  |  | STOCK INDEX <br> 8.8 14.4 | $-18$ |
| to Buy to Sell | $\begin{array}{r} 873 \\ 1122 \end{array}$ | $\begin{aligned} & 1037 \\ & 1049 \end{aligned}$ | $\begin{array}{r} 981 \\ 1143 \end{array}$ | shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr . 3 yr. | $\begin{array}{rr} 8.8 & 14.4 \\ 44.1 & 26.9 \\ \hline \end{array}$ |  |
| Held's(000) 1 | 7536531 | 7882041 | 975654 |  |  |  |  |  |  |  |  |  | 1 ll |  |  | Ul\| |  | 5 yr . | $121.7 \quad 95.3$ |  |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | $\bigcirc{ }^{\circ}$ VAL | JE LINE PUB. LLC | 0-22 |
| 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 | Sale | 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 | 7.70 | 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 | 6.35 | 7.25 | Earning | per sh AB | 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'I | 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 V | lue 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 fig | res are | Avg | I P/E Ratio | 16.0 |
| 1.39 | 1.41 | 1.11 | . 96 | . 99 | . 90 | . 82 | . 86 | . 83 | . 83 | . 80 | . 83 | . 88 | . 93 | . 92 | 1.01 |  | 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\% | 2.8\% | estim | ates | Avg An | 'I Div'd Yield | 3.1\% |
| CAPITAL | L STRUC | CTURE | of 7/2/1 |  |  | 61095 | 63747 | 61897 | 61587 | 65030 | 67224 | 71312 | 74331 | 70074 | 71890 | 75750 | 78900 | Sales | mill) A | 105500 |
| Total De | bt \$34,5 | 72 mill. D | ue in 5 Y | rs \$8,227 |  | 29.4\% | 29.5\% | 31.6\% | 31.4\% | 32.3\% | 35.7\% | 33.3\% | 33.7\% | 31.1\% | 34.6\% | 35.0\% | 36.0\% | Opera | g Margin | 37.0\% |
| LT Deb | $\$ 27,36$ |  | Interes | $855.0$ |  | 2777.0 | 2832.0 | 2774.0 | 2939.0 | 3158.0 | 3666.0 | 4104.0 | 3895.0 | 3746.0 | 3754.0 | 3675 | 3800 | Depr | ation (\$mill) | 5550 |
|  |  |  |  |  |  | 12085 | 12949 | 12906 | 13279 | 13867 | 14345 | 15876 | 16323 | 15409 | 16540 | 17145 | 19575 | Net Pr | it (\$mill) | 26730 |
| Leases, | Uncapit | alized A | nual rent | als \$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\% | 22.6\% | 24.8\% | Net Pro | it Margin | 25.8\% |
| Pension | Assets | 12/16 \$2 | 3.6 bill. O | blig. \$28 | . 1 bill. | 10108 | 13525 | 17810 | 24235 | 31505 | 21854 | 30732 | 34226 | 32463 | 38745 | 38000 | 40000 | Worki | Cap'I (\$mill) | 40000 |
| Preferre | d Stock | None |  |  |  | 7074.0 | 8120.0 | 8223.0 | 9156.0 | 12969 | 11489 | 13328 | 15122 | 12857 | 22442 | 23000 | 23000 | Long-T | rm Debt (\$mill) | 25000 |
|  | Stock | None |  |  |  | 43319 | 42511 | 50588 | 56579 | 57080 | 64826 | 74053 | 69752 | 71150 | 70418 | 80710 | 90500 | Shr. Eq | ity (\$mill) | 118000 |
| Comm | Stock | 2,683,99 | 9,728 sha | ares |  | 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 | on Total Cap'l | 19.0\% |
| as of $7 / 2$ | 8/17 |  |  |  |  | 27.9\% | 30.5\% | 25.5\% | 23.5\% | 24.3\% | 22.1\% | 21.4\% | 23.4\% | 21.7\% | 23.5\% | 21.0\% | 21.5\% | Return | o Shr. Equity | 22.5\% |
| MARKE | T CAP: | 355 billi | on (Larg | Cap) |  | 17.1\% | 18.6\% | 15.0\% | 13.2\% | 13.5\% | 11.9\% | 11.6\% | 12.3\% | 10.2\% | 11.2\% | 10.0\% | 11.0\% | Retaine | to Com Eq | 11.5\% |
| CURRE | NT POS | TION | 2014 | 2015 | 7/2/17 | 39\% | 39\% | 41\% | 44\% | 44\% | 46\% | 46\% | 48\% | 53\% | 52\% | 52\% | 49\% | All Div' | s to Net Prof | 49\% |


| (\$MILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 14523 | 38376 | 12853 |
| Receivables | 10985 | 10734 | 13283 |
| lnventory (FIFO) | 8184 | 8053 | 9699 |
| Other | 25619 | 3047 | 2954 |
| Current Assets | $\frac{59311}{}$ | 60210 | 38789 |
| Accts Payable | 7633 | 6668 | 6135 |
| Debt Due | 3638 | 7004 | 7209 |
| Other | $\frac{13814}{}$ | 14075 | 15528 |
| Current Liab. | 25085 | 27747 | $\mathbf{2 8 8 7 2}$ |


| ANNUAL RATES | Past <br> of change (per sh) | 10 Yrs. | Past |
| :--- | ---: | :---: | :---: |
| E Yrs. | Est'd '14-'16 |  |  |
| to '20-'22 |  |  |  |


| 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 | 18839 | 19085 | 20060 | 75750 |
| 2018 | 19150 | 20100 | 19550 | 20100 | 78900 |
| Cal- <br> endar | EARNINGS PER SHARE AB |  |  |  | Full |
| 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 | 1.40 | 1.70 | 1.64 | 6.35 |
| 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 |  |  |  |

[^0]J ohnson \& J ohnson's key Pharmaceutical segment continues to post mixed results. In the second quarter, this sector was responsible for $45 \%$ of the company's total business activity. Domestic sales decreased 2.6\%, however, while foreign revenues rose a healthy $6.1 \%$ before currency adjustments. Of the segment's five categories (not counting the newly added Pulmonary Hypertension) four posted declines. The top line was down $7 \%$ in Neuroscience, $5.5 \%$ in Cardiovascular; $3.4 \%$ in Infectious Diseases; and 1.9\% in Immunology. Only a very strong showing by Oncology ( $+19.2 \%$ ) enabled the Pharma
group's revenues to eke out a $1 \%$ increase.
Is there cause for concern at the Consumer segment? J NJ has some of the most iconic brand names in consumer products. While some brands did well last quarter (NEUTROGENA,TYLENOL), others in Oral Care, Baby Care, and Women's Health all posted lower sales. As of now, we are not sure if this is a cyclical situation, where people are temporarily looking to save money by purchasing lower-priced store brands, or if this is the beginning of a secular trend.

The company's future hinges to a certain degree on the drug pipeline. J ohnson \& J ohnson was recently granted approval by the FDA for INVOKAMET and STELARA. Management believes that these two drugs together with several promising new submissions, provides the company with 10 new pharmaceutical products that have a chance to generate $\$ 1$ billion in sales each by 2019. Not all of these drugs have to be blockbusters, but J NJ could surely use a few to help offset some of the competition it is seeing from generics and biosimilars.
These high-quality shares are neutrally ranked for Timeliness. J NJ has been on a nice run of late, even though some of its operations have not performed well. Investors are possibly willing to pay more for blue-chip companies as the market indexes continue to hit new highs. And though the equity's total return potential out to 20202022 is unexciting, very conservative investors may still be drawn to this stock because of its Highest Safety rank (1) and very high scores for Price Stability and Earnings Predictability. J ames A. Flood

August 18, 2017
(A) Years end on the last Sunday in December. (B) Diluted earnings. Excludes nonrecurring: '01, d7¢; '02, d7¢; '03, d30¢; '04, d264; '05,
d44; '06, d3¢; '07, d52¢; '09, d234; '10, 24 ; 11
d\$1.51; '12, d\$1.24; '13, d71c. GAAP as of $\quad$ vestment plan available. 2015. Next earnings report due late October (C) Dividends historically paid: March, June


[^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


    #### Abstract

    ogy, circulatory disease management, orthopedic joint reconstruction, etc.). Employs about 126,400. Officers \& directors own about .2\% of common stock; Vanguard Group, 7.0\%; BlackRock, 6.3\% State Street, 5.7\%. (4/17 Proxy). Chairman \& CEO: Alex Gorsky. Inc.: NJ. Address: One Johnson \& Johnson Plaza, New Brunswick, NJ 08933. Telephone: 732-524-0400. Internet: www.jn.com.


