

JOHNSON & JOHNSON
Form DFAN14A
January 17, 2006

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
SCHEDULE 14A
Proxy Statement Pursuant to Section 14(a) of the Securities
Exchange Act of 1934**

Filed by the Registrant
Filed by a Party other than the Registrant

Check the appropriate box:

- Preliminary Proxy Statement
- Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- Definitive Proxy Statement
- Definitive Additional Materials
- Soliciting Material Pursuant to §240.14a-12

ANIMAS CORPORATION

(Name of Registrant as Specified In Its Charter)

JOHNSON & JOHNSON

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- No fee required.
- Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
 - 1) Title of each class of securities to which transaction applies:
 - 2) Aggregate number of securities to which transaction applies:
 - 3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):
 - 4) Proposed maximum aggregate value of transaction:
 - 5) Total fee paid:
- Fee paid previously with preliminary materials.
- Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration

Edgar Filing: JOHNSON & JOHNSON - Form DFAN14A

statement number, or the Form or Schedule and the date of its filing.

- 1) Amount Previously Paid:
 - 2) Form, Schedule or Registration Statement No.:
 - 3) Filing Party::
 - 4) Date Filed:
-

On January 12, 2006, LifeScan, Inc., an affiliate of Johnson & Johnson, delivered a presentation to employees of Animas Corporation. A copy of the presentation is included below.

Eric Milledge
Company Group Chairman

Founded 1886
New Brunswick, New Jersey
In a Former Wallpaper Factory
By three brothers with a dream... that
Joseph Lister's theories about sterilization could
save lives in America's hospitals

Products
Patients & Customers

Global Presence

Global Presence

Strategic Principles

•

Broadly Based in Human Health Care

•

Decentralized Management

•

Manage for the Long Term

•

Ethical Principles

•

Our Credo

Our Credo

•

Written by General Robert
Wood Johnson, Jr. in the
1940s

•

Visionary and U.S. business
leader

•

Among the first to speak
openly of a company's
responsibility

Our Credo
The Four Tenets

•

Customers

•

Employees

•

Community

•

Shareholders

\$47.3B

\$8.5B

\$2.84

13.1%

18.2%

18.3%

Sales

Net

Earnings

Diluted

EPS

2004 Performance Results

46.7%

17.6%

35.7%

Total Sales: \$47.3 Billion

\$U.S. Billions

Consumer

\$8.3

Medical Devices

& Diagnostics

\$16.9

Pharmaceuticals

\$22.1

2004 Sales by Segment

23%

59%

6%

12%

Total Sales: \$47.3 Billion

Asia, Pacific, Africa

\$5.8

W. Hemisphere

\$2.6

Europe

\$11.1

U.S.

\$27.8

\$U.S. Billions

2004 Sales by Geographic Area

(1) Proforma excluding In-process R&D, taxes on repatriated cash under the AJC Act and other charges and credits

	100	+10.6%	+11.0%	+10.7%
	50	+11.1	+11.7	+14.2
	20	+10.9	+10.8	+15.6
	10	+11.8	+12.3	+16.9
	5	+11.6	+11.1	+16.9
	1	+13.1	+9.7	+16.8
		Reported	Operational	Net
Year		Sales	Sales	Income(1)
		Historical Performance		

(1) Proforma excluding In-process R&D, taxes on repatriated cash under the AJC Act and other charges and credits

Historical Performance

•

72 Consecutive years of Sales
increases

•

20 Consecutive years of double digit
Earnings increases⁽¹⁾

•

42 Consecutive years of Dividend
increases

\$U.S. Billions
9.6%
Percent to Sales
11.0%
Investment in Research

*“Creating a world without limits for
people with diabetes”*
LifeScan Vision

2004 Sales \$1.7B

	<u>U.S.</u>	<u>International</u>	
Employees	1,600		2,100
Sales Force	400		420
Customer Service	220		70
	LifeScan At A Glance		

\$ Billions
Ex U.S.
U.S.
CAGR 8%
5.1
5.7
6.5
8.3
10.0

Source: LifeScan Estimates, Analyst Reports

Worldwide Glucose
Monitoring Market

LifeScan Key Products

Source: International Diabetes Federation

LifeScan is the #1 Manufacturer
of Test Strips in the U.S.

LifeScan is #1 Recommended by
U.S. Healthcare Professionals

YTD July 2005
LifeScan #1 at U.S. Health Plans

\$ Billions
LifeScan Dollar Sales

“To fundamentally change our business from measurement to management, and transform LifeScan from an episodic monitoring company to a true diabetes management company.”

LifeScan Mission

•
**Continued leadership in
Glucose Monitoring**
•
**Expansion into
Insulin Delivery**
•
**Creation of Diabetes
Management solutions**
Episodic Continuous
Diabetes
Management
Glucose
Monitoring
Medication
Insulin
Delivery
Our Strategic Direction

*Making diabetes management easier through product innovation,
exceptional customer support and customized education programs.*

Advancing Care Together

LifeScan Sales & Marketing

•

**Direct to Consumer
Marketing**

•

**Leading in Multi-
Cultural Marketing**

•

**Best-in-Class Customer
Support**

•

**Strong CRM Programs
with 3.4M Database**



•

Extraordinary talent

•

**Entrepreneurship –
intelligent risk taking**

•

**Collaboration and team
work**

•

**Passion and sense
of urgency**

•

Speed, flexibility, agility

•

Flawless execution
Culture For Success

The Johnson & Johnson Family

