

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**

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(Name of Registrant as Specified In Its Charter)

**JOHNSON & JOHNSON**

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(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

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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.

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Eric Milledge  
Company Group Chairman

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**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

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Products  
Patients & Customers

---

Global Presence

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Global Presence

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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

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Our Credo  
**The Four Tenets**

•

Customers

•

Employees

•

Community

•

Shareholders

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**\$47.3B**

**\$8.5B**

**\$2.84**

**13.1%**

**18.2%**

**18.3%**

**Sales**

**Net**

**Earnings**

**Diluted**

**EPS**

2004 Performance Results

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**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

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**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

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**(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
	<b>Reported</b>	<b>Operational</b>	<b>Net</b>	
<b>Year</b>	<b>Sales</b>	<b>Sales</b>	<b>Income(1)</b>	
	Historical Performance			

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

Historical Performance

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72 Consecutive years of Sales  
increases

•

20 Consecutive years of double digit  
Earnings increases<sup>(1)</sup>

•

42 Consecutive years of Dividend  
increases

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

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

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	<b>2004 Sales \$1.7B</b>	
	<u>U.S.</u>	<u>International</u>
Employees	1,600	2,100
Sales Force	400	420
Customer Service	220	70
LifeScan At A Glance		

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**\$ 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

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LifeScan Key Products

*Source: International Diabetes Federation*

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

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

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**YTD July 2005**

LifeScan #1 at U.S. Health Plans

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**\$ Billions**  
LifeScan Dollar Sales

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***“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

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•  
**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

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

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Advancing Care Together

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LifeScan Sales & Marketing

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**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

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The Johnson & Johnson Family

