

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	FOURTH QUARTER				
	2011	2010	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,248	1,219	2.4 %	2.4	-
International	2,420	2,391	1.2	2.8	(1.6)
	3,668	3,610	1.6	2.7	(1.1)
Pharmaceutical					
U.S.	2,887	3,149	(8.3)	(8.3)	-
International	3,207	2,561	25.2	25.0	0.2
	6,094	5,710	6.7	6.6	0.1
Med Devices & Diagnostics					
U.S.	2,850	2,861	(0.4)	(0.4)	-
International	3,643	3,463	5.2	4.6	0.6
	6,493	6,324	2.7	2.4	0.3
U.S.	6,985	7,229	(3.4)	(3.4)	-
International	9,270	8,415	10.2	10.4	(0.2)
Worldwide	\$ 16,255	15,644	3.9 %	4.0	(0.1)

	TWELVE MONTHS				
	2011	2010	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 5,151	5,519	(6.7) %	(6.7)	-
International	9,732	9,071	7.3	2.9	4.4
	14,883	14,590	2.0	(0.7)	2.7
Pharmaceutical					
U.S.	12,386	12,519	(1.1)	(1.1)	-
International	11,982	9,877	21.3	15.5	5.8
	24,368	22,396	8.8	6.2	2.6
Med Devices & Diagnostics					
U.S.	11,371	11,412	(0.4)	(0.4)	-
International	14,408	13,189	9.2	3.4	5.8
	25,779	24,601	4.8	1.7	3.1
U.S.	28,908	29,450	(1.8)	(1.8)	-
International	36,122	32,137	12.4	7.0	5.4
Worldwide	\$ 65,030	61,587	5.6 %	2.8	2.8

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	FOURTH QUARTER				
	2011	2010	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 6,985	7,229	(3.4) %	(3.4)	-
Europe	4,279	3,947	8.4	9.4	(1.0)
Western Hemisphere excluding U.S.	1,688	1,471	14.8	17.8	(3.0)
Asia-Pacific, Africa	3,303	2,997	10.2	7.9	2.3
International	9,270	8,415	10.2	10.4	(0.2)
Worldwide	\$ 16,255	15,644	3.9 %	4.0	(0.1)

	TWELVE MONTHS				
	2011	2010	Percent Change		
			Total	Operations	Currency
	\$ 28,908	29,450	(1.8) %	(1.8)	-
	17,129	15,510	10.4	5.3	5.1
	6,418	5,550	15.6	12.2	3.4
	12,575	11,077	13.5	6.6	6.9
	36,122	32,137	12.4	7.0	5.4
	\$ 65,030	61,587	5.6 %	2.8	2.8