

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	FOURTH QUARTER				
	2012	2011	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,203	1,248	(3.6) %	(3.6)	-
International	2,449	2,420	1.2	3.2	(2.0)
	3,652	3,668	(0.4)	0.9	(1.3)
Pharmaceutical					
U.S.	3,013	2,887	4.4	4.4	-
International	3,512	3,207	9.5	12.1	(2.6)
	6,525	6,094	7.1	8.5	(1.4)
Med Devices & Diagnostics					
U.S.	3,244	2,850	13.8	13.8	-
International	4,137	3,643	13.6	15.8	(2.2)
	7,381	6,493	13.7	14.9	(1.2)
U.S.	7,460	6,985	6.8	6.8	-
International	10,098	9,270	8.9	11.2	(2.3)
Worldwide	\$ 17,558	16,255	8.0 %	9.3	(1.3)

	TWELVE MONTHS				
	2012	2011	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 5,046	5,151	(2.0) %	(2.0)	-
International	9,401	9,732	(3.4)	1.9	(5.3)
	14,447	14,883	(2.9)	0.5	(3.4)
Pharmaceutical					
U.S.	12,421	12,386	0.3	0.3	-
International	12,930	11,982	7.9	13.6	(5.7)
	25,351	24,368	4.0	6.8	(2.8)
Med Devices & Diagnostics					
U.S.	12,363	11,371	8.7	8.7	-
International	15,063	14,408	4.5	8.6	(4.1)
	27,426	25,779	6.4	8.7	(2.3)
U.S.	29,830	28,908	3.2	3.2	-
International	37,394	36,122	3.5	8.4	(4.9)
Worldwide	\$ 67,224	65,030	3.4 %	6.1	(2.7)

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	FOURTH QUARTER				
	2012	2011	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 7,460	6,985	6.8 %	6.8	-
Europe	4,603	4,279	7.6	10.4	(2.8)
Western Hemisphere excluding U.S.	1,941	1,688	15.0	18.7	(3.7)
Asia-Pacific, Africa	3,554	3,303	7.6	8.5	(0.9)
International	10,098	9,270	8.9	11.2	(2.3)
Worldwide	\$ 17,558	16,255	8.0 %	9.3	(1.3)

	TWELVE MONTHS				
	2012	2011	Total	Percent Change	
				Operations	Currency
	\$ 29,830	28,908	3.2 %	3.2	-
	16,945	17,129	(1.1)	5.8	(6.9)
	7,207	6,418	12.3	19.0	(6.7)
	13,242	12,575	5.3	6.7	(1.4)
	37,394	36,122	3.5	8.4	(4.9)
	\$ 67,224	65,030	3.4 %	6.1	(2.7)