

**Johnson & Johnson and Subsidiaries**  
**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2016	2015	Total	Percent Change	
				Operations	Currency
<b>Sales to customers by segment of business</b>					
Consumer					
U.S.	\$ 1,291	1,277	1.1 %	1.1	-
International	1,970	2,037	(3.3)	(0.6)	(2.7)
	<b>3,261</b>	<b>3,314</b>	<b>(1.6)</b>	<b>0.1</b>	<b>(1.7)</b>
Pharmaceutical					
U.S.	5,042	4,509	11.8	11.8	-
International	3,358	3,185	5.4	5.0	0.4
	<b>8,400</b>	<b>7,694</b>	<b>9.2</b>	<b>9.0</b>	<b>0.2</b>
Medical Devices					
U.S.	3,048	3,005	1.4	1.4	-
International	3,111	3,089	0.7	(0.2)	0.9
	<b>6,159</b>	<b>6,094</b>	<b>1.1</b>	<b>0.7</b>	<b>0.4</b>
U.S.	9,381	8,791	6.7	6.7	-
International	8,439	8,311	1.5	1.7	(0.2)
Worldwide	<b>\$17,820</b>	<b>17,102</b>	<b>4.2 %</b>	<b>4.3</b>	<b>(0.1)</b>

	NINE MONTHS				
	2016	2015	Total	Percent Change	
				Operations	Currency
	\$ 4,033	3,991	1.1 %	1.1	-
	5,842	6,196	(5.7)	0.1	(5.8)
	<b>9,875</b>	<b>10,187</b>	<b>(3.1)</b>	<b>0.4</b>	<b>(3.5)</b>
	15,123	13,423	12.7	12.7	-
	10,109	9,943	1.7	4.2	(2.5)
	<b>25,232</b>	<b>23,366</b>	<b>8.0</b>	<b>9.1</b>	<b>(1.1)</b>
	9,118	8,980	1.5	1.5	-
	9,559	9,730	(1.8)	0.5	(2.3)
	<b>18,677</b>	<b>18,710</b>	<b>(0.2)</b>	<b>1.0</b>	<b>(1.2)</b>
	28,274	26,394	7.1	7.1	-
	25,510	25,869	(1.4)	1.8	(3.2)
	<b>\$53,784</b>	<b>52,263</b>	<b>2.9 %</b>	<b>4.5</b>	<b>(1.6)</b>

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	THIRD QUARTER				
			Percent Change		
	2016	2015	Total	Operations	Currency
<b>Sales to customers by geographic area</b>					
U.S.	\$ 9,381	8,791	6.7 %	6.7	-
Europe	3,832	3,802	0.8	3.2	(2.4)
Western Hemisphere excluding U.S.	1,396	1,463	(4.6)	(1.3)	(3.3)
Asia-Pacific, Africa	3,211	3,046	5.4	1.4	4.0
International	8,439	8,311	1.5	1.7	(0.2)
Worldwide	\$ 17,820	17,102	4.2 %	4.3	(0.1)

	NINE MONTHS				
			Percent Change		
	2016	2015	Total	Operations	Currency
U.S.	\$ 28,274	26,394	7.1 %	7.1	-
Europe	11,769	11,993	(1.9)	0.5	(2.4)
Western Hemisphere excluding U.S.	4,269	4,603	(7.3)	4.4	(11.7)
Asia-Pacific, Africa	9,472	9,273	2.1	2.1	0.0
International	25,510	25,869	(1.4)	1.8	(3.2)
Worldwide	\$ 53,784	52,263	2.9 %	4.5	(1.6)