

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2013	2012	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,225	1,214	0.9 %	0.9	-
International	2,386	2,367	0.8	2.6	(1.8)
	3,611	3,581	0.8	2.0	(1.2)
Pharmaceutical					
U.S.	3,549	3,288	7.9	7.9	-
International	3,487	3,114	12.0	14.0	(2.0)
	7,036	6,402	9.9	10.9	(1.0)
Med Devices & Diagnostics					
U.S.	3,151	3,289	(4.2)	(4.2)	-
International	3,777	3,780	(0.1)	4.2	(4.3)
	6,928	7,069	(2.0)	0.3	(2.3)
U.S.	7,925	7,791	1.7	1.7	-
International	9,650	9,261	4.2	7.1	(2.9)
Worldwide	\$ 17,575	17,052	3.1 %	4.7	(1.6)

	NINE MONTHS				
	2013	2012	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 3,899	3,843	1.5 %	1.5	-
International	7,045	6,952	1.3	2.7	(1.4)
	10,944	10,795	1.4	2.3	(0.9)
Pharmaceutical					
U.S.	10,397	9,408	10.5	10.5	-
International	10,432	9,418	10.8	12.9	(2.1)
	20,829	18,826	10.6	11.7	(1.1)
Med Devices & Diagnostics					
U.S.	9,600	9,119	5.3	5.3	-
International	11,584	10,926	6.0	10.0	(4.0)
	21,184	20,045	5.7	7.9	(2.2)
U.S.	23,896	22,370	6.8	6.8	-
International	29,061	27,296	6.5	9.2	(2.7)
Worldwide	\$ 52,957	49,666	6.6 %	8.1	(1.5)

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

(Unaudited; Dollars in Millions)

THIRD QUARTER

	2013	2012	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 7,925	7,791	1.7 %	1.7	-
Europe	4,478	3,983	12.4	8.4	4.0
Western Hemisphere excluding U.S.	1,842	1,824	1.0	8.0	(7.0)
Asia-Pacific, Africa	3,330	3,454	(3.6)	5.1	(8.7)
International	9,650	9,261	4.2	7.1	(2.9)
Worldwide	\$ 17,575	\$ 17,052	3.1 %	4.7	(1.6)

NINE MONTHS

	2013	2012	Total	Percent Change	
				Operations	Currency
	\$ 23,896	22,370	6.8 %	6.8	-
	13,631	12,342	10.4	8.6	1.8
	5,530	5,266	5.0	10.3	(5.3)
	9,900	9,688	2.2	9.2	(7.0)
	29,061	27,296	6.5	9.2	(2.7)
	\$ 52,957	\$ 49,666	6.6 %	8.1	(1.5)