

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2017	2016	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,285	\$ 1,291	(0.5) %	(0.5)	-
International	2,071	1,970	5.1	3.0	2.1
	3,356	3,261	2.9	1.6	1.3
Pharmaceutical					
U.S.	5,816	5,042	15.4	15.4	-
International	3,879	3,358	15.5	13.5	2.0
	9,695	8,400	15.4	14.6	0.8
Medical Devices					
U.S.	3,189	3,048	4.6	4.6	-
International	3,410	3,111	9.6	8.6	1.0
	6,599	6,159	7.1	6.6	0.5
U.S.	10,290	9,381	9.7	9.7	-
International	9,360	8,439	10.9	9.3	1.6
Worldwide	\$ 19,650	\$ 17,820	10.3 %	9.5	0.8

	NINE MONTHS				
	2017	2016	Total	Percent Change	
				Operations	Currency
Consumer					
U.S.	\$ 4,186	\$ 4,033	3.8 %	3.8	-
International	5,876	5,842	0.6	0.2	0.4
	10,062	9,875	1.9	1.6	0.3
Pharmaceutical					
U.S.	15,698	15,123	3.8	3.8	-
International	10,877	10,109	7.6	8.4	(0.8)
	26,575	25,232	5.3	5.6	(0.3)
Medical Devices					
U.S.	9,510	9,118	4.3	4.3	-
International	10,108	9,559	5.7	6.3	(0.6)
	19,618	18,677	5.0	5.3	(0.3)
U.S.	29,394	28,274	4.0	4.0	-
International	26,861	25,510	5.3	5.8	(0.5)
Worldwide	\$ 56,255	\$ 53,784	4.6 %	4.8	(0.2)

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(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2017	2016	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 10,290	\$ 9,381	9.7 %	9.7	-
Europe	4,308	3,832	12.4	7.9	4.5
Western Hemisphere excluding U.S.	1,569	1,396	12.4	10.1	2.3
Asia-Pacific, Africa	3,483	3,211	8.5	10.6	(2.1)
International	9,360	8,439	10.9	9.3	1.6
Worldwide	\$ 19,650	\$ 17,820	10.3 %	9.5	0.8

	NINE MONTHS				
	2017	2016	Total	Percent Change	
				Operations	Currency
	\$ 29,394	\$ 28,274	4.0 %	4.0	-
	12,398	11,769	5.3	6.2	(0.9)
	4,522	4,269	5.9	3.1	2.8
	9,941	9,472	5.0	6.4	(1.4)
	26,861	25,510	5.3	5.8	(0.5)
	\$ 56,255	\$ 53,784	4.6 %	4.8	(0.2)