

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

THIRD QUARTER

| | 2014 | 2013 | Percent Change | | |
|--|------------------|---------------|----------------|--------------|--------------|
| | | | Total | Operations | Currency |
| Sales to customers by segment of business | | | | | |
| Consumer | | | | | |
| U.S. | \$ 1,173 | 1,225 | (4.2) % | (4.2) | - |
| International | 2,416 | 2,386 | 1.3 | 2.6 | (1.3) |
| | 3,589 | 3,611 | (0.6) | 0.3 | (0.9) |
| Pharmaceutical | | | | | |
| U.S. | 4,723 | 3,549 | 33.1 | 33.1 | - |
| International | 3,584 | 3,487 | 2.8 | 4.1 | (1.3) |
| | 8,307 | 7,036 | 18.1 | 18.7 | (0.6) |
| Med Devices & Diagnostics | | | | | |
| U.S. | 2,946 | 3,151 | (6.5) | (6.5) | - |
| International | 3,625 | 3,777 | (4.0) | (2.8) | (1.2) |
| | 6,571 | 6,928 | (5.2) | (4.6) | (0.6) |
| U.S. | 8,842 | 7,925 | 11.6 | 11.6 | - |
| International | 9,625 | 9,650 | (0.3) | 1.0 | (1.3) |
| Worldwide | \$ 18,467 | 17,575 | 5.1 % | 5.8 | (0.7) |

NINE MONTHS

| | 2014 | 2013 | Percent Change | | |
|--|------------------|---------------|----------------|--------------|--------------|
| | | | Total | Operations | Currency |
| | | | | | |
| | \$ 3,802 | 3,899 | (2.5) % | (2.5) | - |
| | 7,088 | 7,045 | 0.6 | 3.0 | (2.4) |
| | 10,890 | 10,944 | (0.5) | 1.1 | (1.6) |
| | | | | | |
| | 13,076 | 10,397 | 25.8 | 25.8 | - |
| | 11,238 | 10,432 | 7.7 | 9.1 | (1.4) |
| | 24,314 | 20,829 | 16.7 | 17.4 | (0.7) |
| | | | | | |
| | 9,300 | 9,600 | (3.1) | (3.1) | - |
| | 11,573 | 11,584 | (0.1) | 1.5 | (1.6) |
| | 20,873 | 21,184 | (1.5) | (0.6) | (0.9) |
| | | | | | |
| | 26,178 | 23,896 | 9.5 | 9.5 | - |
| | 29,899 | 29,061 | 2.9 | 4.6 | (1.7) |
| | \$ 56,077 | 52,957 | 5.9 % | 6.8 | (0.9) |

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THIRD QUARTER

Percent Change

| | 2014 | 2013 | Percent Change | | |
|--|-----------|--------|----------------|------------|----------|
| | | | Total | Operations | Currency |
| Sales to customers by geographic area | | | | | |
| U.S. | \$ 8,842 | 7,925 | 11.6 % | 11.6 | - |
| Europe | 4,446 | 4,478 | (0.7) | (0.8) | 0.1 |
| Western Hemisphere excluding U.S. | 1,820 | 1,842 | (1.2) | 3.5 | (4.7) |
| Asia-Pacific, Africa | 3,359 | 3,330 | 0.9 | 2.0 | (1.1) |
| International | 9,625 | 9,650 | (0.3) | 1.0 | (1.3) |
| Worldwide | \$ 18,467 | 17,575 | 5.1 % | 5.8 | (0.7) |

NINE MONTHS

Percent Change

| | 2014 | 2013 | Percent Change | | |
|-----------------------------------|-----------|--------|----------------|------------|----------|
| | | | Total | Operations | Currency |
| U.S. | \$ 26,178 | 23,896 | 9.5 % | 9.5 | - |
| Europe | 14,387 | 13,631 | 5.5 | 3.3 | 2.2 |
| Western Hemisphere excluding U.S. | 5,378 | 5,530 | (2.7) | 5.7 | (8.4) |
| Asia-Pacific, Africa | 10,134 | 9,900 | 2.4 | 5.8 | (3.4) |
| International | 29,899 | 29,061 | 2.9 | 4.6 | (1.7) |
| Worldwide | \$ 56,077 | 52,957 | 5.9 % | 6.8 | (0.9) |