

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

THIRD QUARTER

	2012	2011	Percent Change		
			Total	Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,214	1,219	(0.4) %	(0.4)	-
International	2,367	2,521	(6.1)	1.8	(7.9)
	3,581	3,740	(4.3)	1.0	(5.3)
Pharmaceutical					
U.S.	3,288	2,869	14.6	14.6	-
International	3,114	3,113	0.0	8.2	(8.2)
	6,402	5,982	7.0	11.3	(4.3)
Med Devices & Diagnostics					
U.S.	3,289	2,780	18.3	18.3	-
International	3,780	3,503	7.9	14.4	(6.5)
	7,069	6,283	12.5	16.1	(3.6)
U.S.	7,791	6,868	13.4	13.4	-
International	9,261	9,137	1.4	8.9	(7.5)
Worldwide	\$ 17,052	16,005	6.5 %	10.8	(4.3)

NINE MONTHS

	2012	2011	Percent Change		
			Total	Operations	Currency
	\$ 3,843	3,903	(1.5) %	(1.5)	-
	6,952	7,312	(4.9)	1.4	(6.3)
	10,795	11,215	(3.7)	0.4	(4.1)
	9,408	9,499	(1.0)	(1.0)	-
	9,418	8,775	7.3	14.1	(6.8)
	18,826	18,274	3.0	6.3	(3.3)
	9,119	8,521	7.0	7.0	-
	10,926	10,765	1.5	6.2	(4.7)
	20,045	19,286	3.9	6.5	(2.6)
	22,370	21,923	2.0	2.0	-
	27,296	26,852	1.7	7.5	(5.8)
	\$ 49,666	48,775	1.8 %	5.0	(3.2)

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	THIRD QUARTER				
	2012	2011	Total	Percent Change	
Operations				Currency	
Sales to customers by geographic area					
U.S.	\$ 7,791	6,868	13.4 %	13.4	-
Europe	3,983	4,124	(3.4)	7.1	(10.5)
Western Hemisphere excluding U.S.	1,824	1,751	4.2	12.8	(8.6)
Asia-Pacific, Africa	3,454	3,262	5.9	9.0	(3.1)
International	9,261	9,137	1.4	8.9	(7.5)
Worldwide	\$ 17,052	16,005	6.5 %	10.8	(4.3)

	NINE MONTHS				
	2012	2011	Total	Percent Change	
				Operations	Currency
U.S.	\$ 22,370	21,923	2.0 %	2.0	-
Europe	12,342	12,850	(4.0)	4.2	(8.2)
Western Hemisphere excluding U.S.	5,266	4,730	11.3	19.1	(7.8)
Asia-Pacific, Africa	9,688	9,272	4.5	6.1	(1.6)
International	27,296	26,852	1.7	7.5	(5.8)
Worldwide	\$ 49,666	48,775	1.8 %	5.0	(3.2)