

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

FOURTH QUARTER

	2017	2016	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,379	1,387	(0.6) %	(0.6)	-
International	2,161	2,045	5.7	1.2	4.5
	3,540	3,432	3.1	0.4	2.7
Pharmaceutical					
U.S.	5,776	5,002	15.5	15.5	-
International	3,905	3,230	20.9	15.5	5.4
	9,681	8,232	17.6	15.5	2.1
Medical Devices					
U.S.	3,314	3,148	5.3	5.3	-
International	3,660	3,294	11.1	7.5	3.6
	6,974	6,442	8.3	6.5	1.8
U.S.	10,469	9,537	9.8	9.8	-
International	9,726	8,569	13.5	9.0	4.5
Worldwide	\$ 20,195	18,106	11.5 %	9.4	2.1

TWELVE MONTHS

	2017	2016	Total	Percent Change	
				Operations	Currency
Consumer					
U.S.	\$ 5,565	5,420	2.7 %	2.7	-
International	8,037	7,887	1.9	0.4	1.5
	13,602	13,307	2.2	1.3	0.9
Pharmaceutical					
U.S.	21,474	20,125	6.7	6.7	-
International	14,782	13,339	10.8	10.1	0.7
	36,256	33,464	8.3	8.0	0.3
Medical Devices					
U.S.	12,824	12,266	4.5	4.5	-
International	13,768	12,853	7.1	6.7	0.4
	26,592	25,119	5.9	5.7	0.2
U.S.	39,863	37,811	5.4	5.4	-
International	36,587	34,079	7.4	6.6	0.8
Worldwide	\$ 76,450	71,890	6.3 %	6.0	0.3

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

FOURTH QUARTER

	2017	2016	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 10,469	9,537	9.8 %	9.8	-
Europe	4,728	4,001	18.2	10.1	8.1
Western Hemisphere excluding U.S.	1,519	1,465	3.7	1.8	1.9
Asia-Pacific, Africa	3,479	3,103	12.1	11.1	1.0
International	9,726	8,569	13.5	9.0	4.5
Worldwide	\$ 20,195	18,106	11.5 %	9.4	2.1

TWELVE MONTHS

	2017	2016	Total	Percent Change	
				Operations	Currency
U.S.	\$ 39,863	37,811	5.4 %	5.4	-
Europe	17,126	15,770	8.6	7.2	1.4
Western Hemisphere excluding U.S.	6,041	5,734	5.4	2.8	2.6
Asia-Pacific, Africa	13,420	12,575	6.7	7.5	(0.8)
International	36,587	34,079	7.4	6.6	0.8
Worldwide	\$ 76,450	71,890	6.3 %	6.0	0.3