

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	FOURTH QUARTER				
	2013	2012	Total	Percent Change Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,263	1,203	5.0 %	5.0	-
International	2,490	2,449	1.7	4.1	(2.4)
	3,753	3,652	2.8	4.4	(1.6)
Pharmaceutical					
U.S.	3,551	3,013	17.9	17.9	-
International	3,745	3,512	6.6	9.0	(2.4)
	7,296	6,525	11.8	13.1	(1.3)
Med Devices & Diagnostics					
U.S.	3,200	3,244	(1.4)	(1.4)	-
International	4,106	4,137	(0.7)	3.7	(4.4)
	7,306	7,381	(1.0)	1.5	(2.5)
U.S.	8,014	7,460	7.4	7.4	-
International	10,341	10,098	2.4	5.6	(3.2)
Worldwide	\$ 18,355	17,558	4.5 %	6.3	(1.8)

	TWELVE MONTHS				
	2013	2012	Total	Percent Change Operations	Currency
Consumer					
U.S.	\$ 5,162	5,046	2.3 %	2.3	-
International	9,535	9,401	1.4	3.1	(1.7)
	14,697	14,447	1.7	2.8	(1.1)
Pharmaceutical					
U.S.	13,948	12,421	12.3	12.3	-
International	14,177	12,930	9.6	11.8	(2.2)
	28,125	25,351	10.9	12.0	(1.1)
Med Devices & Diagnostics					
U.S.	12,800	12,363	3.5	3.5	-
International	15,690	15,063	4.2	8.3	(4.1)
	28,490	27,426	3.9	6.1	(2.2)
U.S.	31,910	29,830	7.0	7.0	-
International	39,402	37,394	5.4	8.2	(2.8)
Worldwide	\$ 71,312	67,224	6.1 %	7.7	(1.6)

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	FOURTH QUARTER				
	2013	2012	Percent Change		
			Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 8,014	7,460	7.4 %	7.4	-
Europe	4,968	4,603	7.9	4.8	3.1
Western Hemisphere excluding U.S.	1,891	1,941	(2.6)	4.8	(7.4)
Asia-Pacific, Africa	3,482	3,554	(2.0)	7.0	(9.0)
International	10,341	10,098	2.4	5.6	(3.2)
Worldwide	\$ 18,355	\$ 17,558	4.5 %	6.3	(1.8)

	TWELVE MONTHS				
	2013	2012	Percent Change		
			Total	Operations	Currency
	\$ 31,910	29,830	7.0 %	7.0	-
	18,599	16,945	9.8	7.7	2.1
	7,421	7,207	3.0	8.9	(5.9)
	13,382	13,242	1.1	8.6	(7.5)
	39,402	37,394	5.4	8.2	(2.8)
	\$ 71,312	\$ 67,224	6.1 %	7.7	(1.6)