

Johnson & Johnson and Subsidiaries
Supplementary Sales Data

(Unaudited; Dollars in Millions)

	THIRD QUARTER				
	2019	2018	Total	Percent Change	
				Operations	Currency
Sales to customers by segment of business					
Consumer					
U.S.	\$ 1,394	1,370	1.7 %	1.7	-
International	2,075	2,045	1.4	4.3	(2.9)
	3,469	3,415	1.6	3.3	(1.7)
Pharmaceutical					
U.S.	6,340	6,097	4.0	4.0	-
International	4,537	4,249	6.8	10.0	(3.2)
	10,877	10,346	5.1	6.4	(1.3)
Medical Devices					
U.S.	3,057	3,197	(4.4)	(4.4)	-
International	3,326	3,390	(1.9)	0.3	(2.2)
	6,383	6,587	(3.1)	(2.0)	(1.1)
U.S.	10,791	10,664	1.2	1.2	-
International	9,938	9,684	2.6	5.4	(2.8)
Worldwide	\$ 20,729	20,348	1.9 %	3.2	(1.3)

	NINE MONTHS				
	2019	2018	Total	Percent Change	
				Operations	Currency
	\$ 4,369	4,282	2.0 %	2.0	-
	5,962	6,035	(1.2)	4.3	(5.5)
	10,331	10,317	0.1	3.4	(3.3)
	17,705	17,350	2.0	2.0	-
	13,945	13,194	5.7	11.7	(6.0)
	31,650	30,544	3.6	6.2	(2.6)
	9,249	9,623	(3.9)	(3.9)	-
	10,082	10,703	(5.8)	(1.0)	(4.8)
	19,331	20,326	(4.9)	(2.4)	(2.5)
	31,323	31,255	0.2	0.2	-
	29,989	29,932	0.2	5.7	(5.5)
	\$ 61,312	61,187	0.2 %	2.9	(2.7)

Note: Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.

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	THIRD QUARTER				
	2019	2018	Total	Percent Change	
				Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 10,791	10,664	1.2 %	1.2	-
Europe	4,461	4,416	1.0	5.2	(4.2)
Western Hemisphere excluding U.S.	1,488	1,550	(4.0)	1.0	(5.0)
Asia-Pacific, Africa	3,989	3,718	7.3	7.5	(0.2)
International	9,938	9,684	2.6	5.4	(2.8)
Worldwide	\$ 20,729	20,348	1.9 %	3.2	(1.3)

	NINE MONTHS				
	2019	2018	Total	Percent Change	
				Operations	Currency
	\$ 31,323	31,255	0.2 %	0.2	-
	13,803	14,023	(1.6)	4.8	(6.4)
	4,446	4,657	(4.5)	4.6	(9.1)
	11,740	11,252	4.3	7.2	(2.9)
	29,989	29,932	0.2	5.7	(5.5)
	\$ 61,312	61,187	0.2 %	2.9	(2.7)

Note: Percentages have been calculated using actual, non-rounded figures and, therefore, may not recalculate precisely.