

**Johnson & Johnson and Subsidiaries**  
**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

	FOURTH QUARTER				
	2016	2015	Percent Change		
			Total	Operations	Currency
<b>Sales to customers by segment of business</b>					
Consumer					
U.S.	\$ 1,387	1,231	12.7 %	12.7	-
International	2,045	2,089	(2.1)	0.2	(2.3)
	<b>3,432</b>	<b>3,320</b>	3.4	4.9	(1.5)
Pharmaceutical					
U.S.	5,002	4,910	1.9	1.9	-
International	3,230	3,154	2.4	3.7	(1.3)
	<b>8,232</b>	<b>8,064</b>	2.1	2.6	(0.5)
Medical Devices					
U.S.	3,148	3,152	(0.1)	(0.1)	-
International	3,294	3,275	0.6	1.3	(0.7)
	<b>6,442</b>	<b>6,427</b>	0.2	0.6	(0.4)
U.S.	9,537	9,293	2.6	2.6	-
International	8,569	8,518	0.6	1.9	(1.3)
Worldwide	<b>\$18,106</b>	<b>17,811</b>	1.7 %	2.3	(0.6)

	TWELVE MONTHS				
	2016	2015	Percent Change		
			Total	Operations	Currency
Consumer					
U.S.	\$ 5,420	5,222	3.8 %	3.8	-
International	7,887	8,285	(4.8)	0.1	(4.9)
	<b>13,307</b>	<b>13,507</b>	(1.5)	1.5	(3.0)
Pharmaceutical					
U.S.	20,125	18,333	9.8	9.8	-
International	13,339	13,097	1.8	4.0	(2.2)
	<b>33,464</b>	<b>31,430</b>	6.5	7.4	(0.9)
Medical Devices					
U.S.	12,266	12,132	1.1	1.1	-
International	12,853	13,005	(1.2)	0.7	(1.9)
	<b>25,119</b>	<b>25,137</b>	(0.1)	0.9	(1.0)
U.S.	37,811	35,687	6.0	6.0	-
International	34,079	34,387	(0.9)	1.8	(2.7)
Worldwide	<b>\$71,890</b>	<b>70,074</b>	2.6 %	3.9	(1.3)

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	FOURTH QUARTER				
	2016	2015	Percent Change		
			Total	Operations	Currency
<b>Sales to customers by geographic area</b>					
U.S.	\$ 9,537	9,293	2.6 %	2.6	-
Europe	4,001	4,002	0.0	3.9	(3.9)
Western Hemisphere excluding U.S.	1,465	1,442	1.6	2.4	(0.8)
Asia-Pacific, Africa	3,103	3,074	0.9	(0.9)	1.8
International	8,569	8,518	0.6	1.9	(1.3)
Worldwide	\$18,106	17,811	1.7 %	2.3	(0.6)

**TWELVE MONTHS**

	TWELVE MONTHS				
	2016	2015	Percent Change		
			Total	Operations	Currency
	\$37,811	35,687	6.0 %	6.0	-
	15,770	15,995	(1.4)	1.4	(2.8)
	5,734	6,045	(5.1)	4.0	(9.1)
	12,575	12,347	1.8	1.4	0.4
	34,079	34,387	(0.9)	1.8	(2.7)
	\$71,890	70,074	2.6 %	3.9	(1.3)