

Johnson & Johnson Consumption Trends														
Dollar Sales % Chg vs YA														
Product	MULO	FOOD	DRUG	Albertsons Safeway Corp w/out AK/HI	Kroger Corp	SUPERVALU Corp Retail	Publix Corp	Walgreens Corp w/out PR/AK/HI	Rite Aid Total Corp	CVS Corp Total	Target Corp	Walmart Corp	Sam's Corp	BJ's Corp
ANALGESICS	2.5%	2.8%	1.1%	2.9%	5.7%	0.9%	4.0%	0.5%	8.0%	2.1%	1.7%	4.2%	5.2%	-2.2%
ADULT INTERNAL PAIN	0.3%	1.6%	-1.8%	2.1%	3.8%	-0.5%	0.4%	-3.0%	3.5%	11.3%	0.2%	1.7%	-2.7%	-4.0%
JOHNSON & JOHNSON-ADULT INTERNAL PAIN	16.0%	18.6%	17.2%	13.0%	15.6%	13.9%	10.1%	6.2%	20.9%	31.6%	9.0%	11.6%	21.2%	19.3%
MOTRIN-ANALGESICS	8.9%	12.3%	10.6%	1.3%	13.7%	-11.5%	18.2%	-0.9%	17.1%	24.0%	-5.1%	9.6%	-8.5%	3.7%
TYLENOL-ANALGESICS	19.2%	21.5%	20.5%	16.8%	18.5%	17.5%	15.8%	10.0%	23.2%	36.6%	13.1%	12.8%	38.0%	26.9%
UPPER RESPIRATORY	0.5%	4.8%	-2.1%	11.7%	5.5%	-0.5%	18.9%	-2.0%	3.5%	-3.4%	-13.8%	3.8%	2.2%	13.8%
JOHNSON & JOHNSON-UPPER RESPIRATORY	0.7%	6.1%	0.0%	-4.9%	1.4%	1.3%	33.5%	-2.2%	-5.9%	6.6%	-20.8%	6.5%	-52.3%	-28.2%
CCSF (Adult + Ped)	1.3%	4.4%	-0.7%	19.5%	7.8%	1.9%	14.7%	-0.5%	6.7%	8.6%	-11.0%	3.6%	4.4%	-9.1%
JOHNSON & JOHNSON-CCSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SUDACARE-CCSF	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SUDAFED-CCSF	8.8%	16.5%	11.8%	18.5%	3.7%	8.5%	24.3%	-4.6%	-2.8%	53.1%	-53.9%	7.0%	7.1%	0.0%
TYLENOL-CCSF	-8.5%	-8.8%	-12.2%	0.0%	-5.6%	-21.5%	-14.6%	-14.9%	-23.2%	1.9%	-8.6%	-3.9%	-100.0%	-6.8%
ALLERGY (Adult + Ped)	1.6%	8.5%	-2.7%	4.0%	4.0%	0.4%	26.5%	-2.7%	3.7%	-0.2%	-18.3%	7.1%	4.2%	40.3%
JOHNSON & JOHNSON-ALLERGY	0.8%	6.2%	0.4%	-4.9%	1.4%	1.3%	33.5%	-2.0%	-5.9%	7.5%	-20.8%	6.5%	-52.3%	-28.2%
BENADRYL-UPPER RESPIRATORY	0.8%	6.2%	0.4%	-4.9%	1.4%	1.3%	33.5%	-2.0%	-5.9%	7.5%	-20.8%	6.5%	-52.3%	-28.2%
ZYRTEC-UPPER RESPIRATORY	-0.3%	6.5%	-0.4%	10.2%	-7.5%	-6.6%	29.9%	-0.8%	-4.7%	-1.9%	-32.7%	0.2%	8.2%	39.4%
TOTAL DIGESTIVE HEALTH	1.9%	3.1%	-0.4%	4.8%	7.0%	-2.4%	3.5%	0.8%	1.3%	0.0%	5.6%	3.7%	0.4%	-0.2%
JOHNSON & JOHNSON-TOTAL DIGESTIVE HEALT	18.0%	25.0%	11.2%	17.6%	23.4%	27.9%	20.7%	3.4%	7.4%	29.8%	113.5%	4.3%	91.6%	0.6%
MYLANTA-TOTAL DIGESTIVE HEALTH	-100.0%	-100.0%	-100.0%	0.0%	-100.0%	0.0%	0.0%	-100.0%	0.0%	-100.0%	0.0%	0.0%	0.0%	0.0%
PEPCID-ADULT HEARTBURN-H2 BLOCKERS	17.4%	18.6%	6.0%	15.1%	20.1%	51.6%	15.6%	1.4%	15.1%	8.3%	190.3%	-0.6%	110.2%	18.8%
FOOT CARE	-11.4%	-2.2%	-11.6%	1.7%	3.0%	-10.9%	-8.7%	-13.3%	-14.6%	-9.2%	-18.8%	-13.5%	443.2%	-84.1%
NEUTROGENA-FOOT CARE	-46.8%	48.6%	-16.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-99.2%	-36.1%	0.0%	0.0%
SUNCARE	-11.7%	-6.3%	-7.3%	15.1%	-6.8%	-21.3%	-20.9%	-8.5%	-5.7%	-7.5%	-8.7%	-10.6%	-92.3%	-52.1%
JOHNSON & JOHNSON-SUNCARE	-1.4%	1.0%	5.3%	8.2%	-3.4%	-24.7%	-12.4%	-1.0%	5.9%	15.2%	-10.0%	-2.0%	-44.0%	-39.7%
AVEENO-SUNCARE	-9.4%	-12.7%	3.8%	45.0%	-15.2%	-45.5%	-15.4%	20.1%	-1.6%	6.8%	-8.9%	-27.5%	0.0%	0.0%
JOHNSONS-BABY-SUNCARE	-100.0%	-100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NEUTROGENA-SUNCARE	-0.7%	2.4%	5.5%	5.0%	-1.8%	-22.5%	-12.2%	-2.4%	6.6%	16.0%	-10.1%	0.3%	-44.0%	-39.7%