

**BRISTOL-MYERS SQUIBB COMPANY**  
**WORLDWIDE REVENUES FROM OPERATIONS BY PRODUCT**  
**QUARTERLY REVENUES TREND ANALYSIS AND RECONCILIATION OF GAAP AND NON-GAAP GROWTH DOLLARS AND PERCENTAGES EXCLUDING FOREIGN EXCHANGE IMPACT**  
(Unaudited, dollars in millions)

	2013							2014							Growth \$		% Change		EX-FX				FX Impact	
	1st Qtr	2nd Qtr	6 Months	3rd Qtr	9 Months	4th Qtr	Year	1st Qtr	2nd Qtr	6 Months	3rd Qtr	9 Months	4th Qtr	Year	Qtr vs. Qtr	YTD vs. YTD	Qtr vs. Qtr	YTD vs. YTD	QTD EX-FX \$	YTD EX-FX \$	Qtr vs. Qtr %	YTD vs. YTD %	Qtr vs. Qtr	YTD vs. YTD
<b>TOTAL</b>	\$ 3,831	\$ 4,048	\$ 7,879	\$ 4,065	\$ 11,944	\$ 4,441	\$ 16,385	\$ 3,811	\$ 3,889	\$ 7,700	\$ 3,921	\$ 11,621	\$ 4,258	\$ 15,879	\$ (183)	\$ (506)	(4)%	(3)%	\$ 4,397	\$ 16,063	(1)%	(2)%	(3)%	(1)%
<b>Virology<sup>(a)</sup></b>																								
Baraclude	366	371	737	378	1,115	412	1,527	406	369	775	325	1,100	341	1,441	(71)	(86)	(17)%	(6)%	359	1,463	(13)%	(4)%	(4)%	(2)%
Hepatitis C Franchise <sup>(b)</sup>	—	—	—	—	—	—	—	—	—	—	49	49	207	256	207	256	N/A	N/A	207	256	N/A	N/A	N/A	N/A
Reyataz	361	431	792	375	1,167	384	1,551	344	362	706	338	1,044	318	1,362	(66)	(189)	(17)%	(12)%	333	1,387	(13)%	(11)%	(4)%	(1)%
Sustiva Franchise <sup>(c)</sup>	387	411	798	389	1,187	427	1,614	319	361	680	357	1,037	407	1,444	(20)	(170)	(5)%	(11)%	408	1,443	(4)%	(11)%	(1)%	—
<b>Oncology<sup>(a)</sup></b>																								
Eribitux	162	171	333	183	516	180	696	169	186	355	187	542	181	723	1	27	1%	4%	181	723	1%	4%	—	—
Opdivo	—	—	—	—	—	—	—	—	—	—	1	1	5	6	5	6	N/A	N/A	5	6	N/A	N/A	N/A	N/A
Sprycel	287	312	599	316	915	365	1,280	342	368	710	385	1,095	398	1,493	33	213	9%	17%	419	1,527	15%	19%	(6)%	(2)%
Yervoy	229	233	462	238	700	260	960	271	321	592	350	942	366	1,308	106	348	41%	36%	380	1,320	46%	38%	(5)%	(2)%
<b>Neuroscience<sup>(a)</sup></b>																								
Abilify <sup>(d)</sup>	522	563	1,085	569	1,654	635	2,289	540	555	1,095	449	1,544	476	2,020	(159)	(269)	(25)%	(12)%	479	2,023	(25)%	(12)%	—	—
<b>Immunoscience<sup>(a)</sup></b>																								
Orencia <sup>(e)</sup>	320	352	672	375	1,047	397	1,444	363	402	765	444	1,209	443	1,652	46	208	12%	14%	459	1,682	16%	16%	(4)%	(2)%
<b>Cardiovascular<sup>(a)</sup></b>																								
Eliquis	22	12	34	41	75	71	146	106	171	277	216	493	281	774	210	628	**	**	296	791	**	**	N/A	N/A
<b>Diabetes Alliance<sup>(f)</sup></b>																								
Diabetes Alliance	358	438	796	432	1,228	455	1,683	179	27	206	42	248	47	295	(408)	(1,388)	(90)%	(82)%	47	297	(90)%	(82)%	—	—
<b>Mature Products and All Other<sup>(g)</sup></b>																								
Mature Products and All Other	817	754	1,571	769	2,340	855	3,195	772	767	1,539	778	2,317	788	3,105	(67)	(90)	(8)%	(3)%	824	3,145	(4)%	(2)%	(4)%	(1)%
<b>Total Excluding Diabetes Alliance</b>	3,473	3,610	7,083	3,633	10,716	3,986	14,702	3,632	3,862	7,494	3,879	11,373	4,211	15,584	225	882	6%	6%	4,350	15,766	9%	7%	(3)%	(1)%

\*\* In excess of 100%

(a) Key products listed do not represent all products in the respective therapeutic areas.

(b) Includes Daklinza (daclatasvir) revenues of \$163M and \$201M for the three and twelve months ended December 31, 2014 and includes Sunvepra (asunaprevir) revenues of \$44M and \$55M for the three and twelve months ended December 31, 2014. □

(c) The Sustiva Franchise includes sales of Sustiva and revenue from sales of bulk efavirenz included in the combination therapy, Atripla. Includes alliance and other revenue of \$361M and \$368M for the three months ended December 31, 2014 and 2013, respectively, and \$1,255M and \$1,366M for the twelve months ended December 31, 2014 and 2013, respectively.

(d) Includes alliance and other revenue of \$428M and \$527M for three months ended December 31, 2014 and 2013, respectively, and \$1,778M and \$1,840M for the twelve months ended December 31, 2014 and 2013, respectively.

(e) Includes Orencia SubQ revenues of \$200M and \$139M for three months ended December 31, 2014 and 2013, respectively, and \$688M and \$441M for the twelve months ended December 30, 2014 and 2013, respectively.

(f) The twelve months ended December 31, 2014 includes pre-divestiture revenues of Bydureon, Byetta, Farxiga/Forxiga/Xigduo, Onglyza/Kombiglyze, Symlin and Myalept of \$153M and post-divestiture revenues of \$142M.

(g) Represents all other products, including those which have lost exclusivity in major markets, over the counter brands and royalty-related revenue. Includes Plavix revenues of \$71M and \$81M for the three months ended December 31, 2014 and 2013, respectively, and \$208M and \$258M for the twelve months ended December 31, 2014 and 2013, respectively. Additionally, includes Avapro/Avalide revenues of \$40M and \$58M for the three months ended December 31, 2014 and 2013, respectively, and \$211M and \$231M for the twelve months ended December 31, 2014 and 2013, respectively.