

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)

	2014							2015							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 \$	YTD \$	Qtr vs. Qtr %	YTD vs. YTD %	Qtr vs. Qtr	YTD vs. YTD	
Virology^(a)																									
Baraclude	\$ 406	\$ 369	\$ 775	\$ 325	\$ 1,100	\$ 341	\$ 1,441	\$ 340	\$ 343	\$ 683	\$ 320	\$ 1,003	\$ 309	\$ 1,312	\$ (32)	\$ (129)	(9)%	(9)%	\$ 330	\$ 1,418	(3)%	(2)%	(6)%	(7)%	
Hepatitis C Franchise ^(b)	—	—	—	49	49	207	256	264	479	743	402	1,145	458	1,603	251	1,347	**	**	484	1,822	**	**	N/A	N/A	
Reyataz Franchise	344	362	706	338	1,044	318	1,362	294	303	597	270	867	272	1,139	(46)	(223)	(14)%	(16)%	287	1,211	(10)%	(11)%	(4)%	(5)%	
Sustiva Franchise ^(c)	319	361	680	357	1,037	407	1,444	290	317	607	333	940	312	1,252	(95)	(192)	(23)%	(13)%	312	1,257	(23)%	(13)%	—	—	
Oncology^(a)																									
Empliciti	—	—	—	—	—	—	—	—	—	—	—	—	3	3	3	3	N/A	N/A	3	3	N/A	N/A	N/A	N/A	
Eribitux	169	186	355	187	542	181	723	165	169	334	167	501	—	501	(181)	(222)	(100)%	(31)%	—	502	(100)%	(31)%	—	—	
Opdivo	—	—	—	1	1	5	6	40	122	162	305	467	475	942	470	936	**	**	482	954	**	**	N/A	N/A	
Sprycel	342	368	710	385	1,095	398	1,493	375	405	780	411	1,191	429	1,620	31	127	8%	9%	452	1,747	14%	17%	(6)%	(8)%	
Yervoy	271	321	592	350	942	366	1,308	325	296	621	240	861	265	1,126	(101)	(182)	(28)%	(14)%	280	1,218	(23)%	(7)%	(5)%	(7)%	
Neuroscience^(a)																									
Abilify ^(d)	540	555	1,095	449	1,544	476	2,020	554	107	661	46	707	39	746	(437)	(1,274)	(92)%	(63)%	44	764	(91)%	(62)%	(1)%	(1)%	
Immunoscience^(a)																									
Orencia ^(e)	363	402	765	444	1,209	443	1,652	400	461	861	484	1,345	540	1,885	97	233	22%	14%	562	1,990	27%	20%	(5)%	(6)%	
Cardiovascular^(a)																									
Eliquis	106	171	277	216	493	281	774	355	437	792	466	1,258	602	1,860	321	1,086	**	**	634	2,002	**	**	N/A	N/A	
Mature Products and All Other^(f)																									
	951	794	1,745	820	2,565	835	3,400	639	724	1,363	625	1,988	583	2,571	(252)	(829)	(30)%	(24)%	629	2,772	(25)%	(18)%	(5)%	(6)%	
Total	\$ 3,811	\$ 3,889	\$ 7,700	\$ 3,921	\$ 11,621	\$ 4,258	\$ 15,879	\$ 4,041	\$ 4,163	\$ 8,204	\$ 4,069	\$ 12,273	\$ 4,287	\$ 16,560	\$ 29	\$ 681	1%	4%	\$ 4,499	\$ 17,660	6%	11%	(5)%	(7)%	
Total Excluding Diabetes Alliance	\$ 3,632	\$ 3,862	\$ 7,494	\$ 3,879	\$ 11,373	\$ 4,211	\$ 15,584	\$ 3,987	\$ 4,099	\$ 8,086	\$ 4,016	\$ 12,102	\$ 4,262	\$ 16,364	\$ 51	\$ 780	1%	5%	\$ 4,473	\$ 17,462	6%	12%	(5)%	(7)%	

** In excess of +/- 100%

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

(b) Includes Daklinza (daclatasvir) revenues of \$423 million and \$163 million for the three months ended December 31, 2015 and 2014, respectively, and \$1,315 million and \$201 million for the twelve months ended December 31, 2015 and 2014, respectively. Additionally, includes Sunvepra (asunaprevir) revenues of \$35 million and \$44 million for the three months ended December 31, 2015 and 2014, respectively, and \$288 million and \$55 million for the twelve months ended December 31, 2015 and 2014, respectively.

(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 \$273 million and \$361 million for the three months ended December 31, 2015 and 2014, respectively, and \$1,096 million and \$1,255 million for the twelve months ended December 31, 2015 and 2014, respectively.

(d) Includes alliance and other revenue of \$7 million and \$428 million for the three months ended December 31, 2015 and 2014, respectively, and \$604 million and \$1,778 million for the twelve months ended December 31, 2015 and 2014, respectively. BMS's U.S. rights to Abilify expired on April 20, 2015.

(e) Includes Orencia SubQ revenues of \$262 million and \$200 million for the three months ended December 31, 2015 and 2014, respectively, and \$872 million and \$688 million for the twelve months ended December 31, 2015 and 2014, respectively.

(f) Represents all other products, including those which have lost exclusivity in major markets, over the counter brands and royalty-related revenue. Includes Diabetes Alliance revenues of \$25 million and \$47 million for the three months ended December 31, 2015 and 2014, respectively, and \$196 million and \$295 million for the twelve months ended December 31, 2015 and 2014, respectively.