

**BRISTOL-MYERS SQUIBB COMPANY**  
**WORLDWIDE REVENUES**  
**QUARTERLY REVENUES TREND ANALYSIS**  
(Unaudited, dollars in millions)

	2015						2016						Growth \$		% Change			
	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
<b>Oncology<sup>(a)</sup></b>																		
Empliciti	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3	\$ 3	\$ 28	\$ 34	\$ 62	\$ 41	\$ 103	\$ 47	\$ 150	\$ 44	\$ 147	**	**
Erbitux	165	169	334	167	501	—	501	—	—	—	—	—	—	—	(501)	(100)%	—	(100)%
Opdivo	40	122	162	305	467	475	942	704	840	1,544	920	2,464	1,310	3,774	835	2,832	**	**
Sprycel	375	405	780	411	1,191	429	1,620	407	451	858	472	1,330	494	1,824	65	204	15%	13%
Yervoy	325	296	621	240	861	265	1,126	263	241	504	285	789	264	1,053	(1)	(73)	—	(6)%
<b>Cardiovascular<sup>(a)</sup></b>																		
Eliquis	355	437	792	466	1,258	602	1,860	734	777	1,511	884	2,395	948	3,343	346	1,483	57%	80%
<b>Immunoscience<sup>(a)</sup></b>																		
Orencia <sup>(b)</sup>	400	461	861	484	1,345	540	1,885	475	593	1,068	572	1,640	625	2,265	85	380	16%	20%
<b>Virology<sup>(a)</sup></b>																		
Baraclude	340	343	683	320	1,003	309	1,312	291	299	590	306	896	296	1,192	(13)	(120)	(4)%	(9)%
Hepatitis C Franchise <sup>(c)</sup>	264	479	743	402	1,145	458	1,603	427	546	973	379	1,352	226	1,578	(232)	(25)	(51)%	(2)%
Reyataz Franchise	294	303	597	270	867	272	1,139	221	247	468	238	706	206	912	(66)	(227)	(24)%	(20)%
Sustiva Franchise <sup>(d)</sup>	290	317	607	333	940	312	1,252	273	271	544	275	819	246	1,065	(66)	(187)	(21)%	(15)%
<b>Neuroscience<sup>(a)</sup></b>																		
Abilify <sup>(e)</sup>	554	107	661	46	707	39	746	33	35	68	29	97	31	128	(8)	(618)	(21)%	(83)%
<b>Mature Products and All Other<sup>(f)</sup></b>																		
	639	724	1,363	625	1,988	583	2,571	535	537	1,072	521	1,593	550	2,143	(33)	(428)	(6)%	(17)%
<b>Total</b>	\$ 4,041	\$ 4,163	\$ 8,204	\$ 4,069	\$ 12,273	\$ 4,287	\$ 16,560	\$ 4,391	\$ 4,871	\$ 9,262	\$ 4,922	\$ 14,184	\$ 5,243	\$ 19,427	\$ 956	\$ 2,867	22%	17%

\*\* In excess of +/- 100%

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

(b) Includes Orencia SubQ revenues of \$323 million and \$262 million for the three months ended December 31, 2016 and 2015, respectively, and \$1,107 million and \$872 million for the twelve months ended December 31, 2016 and 2015, respectively.

(c) Includes Daklinza (daclatasvir) revenues of \$221 million and \$423 million for the three months ended December 31, 2016 and 2015, respectively, and \$1,550 million and \$1,315 million for the twelve months ended December 31, 2016 and 2015, respectively.

(d) The Sustiva Franchise includes sales of Sustiva and revenue from sales of bulk efavirenz included in the combination therapy, Atripla. Includes alliance revenue of \$217 million and \$273 million for the three months ended December 31, 2016 and 2015, respectively, and \$934 million and \$1,096 million for the twelve months ended December 31, 2016 and 2015, respectively.

(e) Includes alliance revenue of \$7 million for the three months ended December 31, 2015 and \$604 million for the twelve months ended December 31, 2015. BMS's U.S. commercialization rights to Abilify expired in April 2015.

(f) Represents all other products, including those which have lost exclusivity in major markets, over the counter brands and royalty-related revenue.

Note: 2015 year-to-date revenues of new and inline brands grew 41% excluding Abilify, Baraclude and the Sustiva Franchise.