

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

	2016						2017						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
Prioritized Brands																		
Opdivo	\$ 704	\$ 840	\$ 1,544	\$ 920	\$ 2,464	\$ 1,310	\$ 3,774	\$ 1,127	\$ 1,195	\$ 2,322	\$ 1,265	\$ 3,587	\$ 1,361	\$ 4,948	\$ 51	\$ 1,174	4%	31%
Eliquis	734	777	1,511	884	2,395	948	3,343	1,101	1,176	2,277	1,232	3,509	1,363	4,872	415	1,529	44%	46%
Orencia ^(a)	475	593	1,068	572	1,640	625	2,265	535	650	1,185	632	1,817	662	2,479	37	214	6%	9%
Sprycel	407	451	858	472	1,330	494	1,824	463	506	969	509	1,478	527	2,005	33	181	7%	10%
Yervoy	263	241	504	285	789	264	1,053	330	322	652	323	975	269	1,244	5	191	2%	18%
Empliciti	28	34	62	41	103	47	150	53	55	108	60	168	63	231	16	81	34%	54%
Established Brands																		
Baraclude	291	299	590	306	896	296	1,192	282	273	555	264	819	233	1,052	(63)	(140)	(21)%	(12)%
Sustiva Franchise ^(b)	273	271	544	275	819	246	1,065	184	188	372	183	555	174	729	(72)	(336)	(29)%	(32)%
Reyataz Franchise	221	247	468	238	706	206	912	193	188	381	174	555	143	698	(63)	(214)	(31)%	(23)%
Hepatitis C Franchise ^(c)	427	546	973	379	1,352	226	1,578	162	112	274	73	347	59	406	(167)	(1,172)	(74)%	(74)%
Other Brands	568	572	1,140	550	1,690	581	2,271	499	479	978	539	1,517	595	2,112	14	(159)	2%	(7)%
Total	\$ 4,391	\$ 4,871	\$ 9,262	\$ 4,922	\$ 14,184	\$ 5,243	\$ 19,427	\$ 4,929	\$ 5,144	\$ 10,073	\$ 5,254	\$ 15,327	\$ 5,449	\$ 20,776	\$ 206	\$ 1,349	4%	7%

- (a) Includes Orencia SubQ revenues of \$356 million and \$323 million for the three months ended December 31, 2017 and 2016, respectively, and \$1,249 million and \$1,107 million for the twelve months ended December 31, 2017 and 2016, respectively.
- (b) The Sustiva Franchise includes sales of Sustiva and revenue from sales of bulk efavirenz included in the combination therapy, Atripla. Includes alliance revenue of \$147 million and \$217 million for the three months ended December 31, 2017 and 2016, respectively, and \$623 million and \$934 million for the twelve months ended December 31, 2017 and 2016, respectively.
- (c) Includes Daklinza (daclatasvir) revenues of \$57 million and \$221 million for the three months ended December 31, 2017 and 2016, respectively, and \$386 million and \$1,550 million for the twelve months ended December 31, 2017 and 2016, respectively.