

BRISTOL-MYERS SQUIBB COMPANY
WORLDWIDE NET SALES FROM OPERATIONS BY PRODUCT
QUARTERLY SALES TREND ANALYSIS
(\$ in millions)

	2010							2011							% Change		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
TOTAL	4,807	4,768	9,575	4,798	14,373	5,111	19,484	5,011	5,434	10,445	5,345	15,790	5,454	21,244	7%	9%	-	2%
Key Products																		
Plavix	1,666	1,627	3,293	1,658	4,951	1,715	6,666	1,762	1,865	3,627	1,788	5,415	1,672	7,087	(3)%	6%	(1)%	-
Avapro/Avalide	314	307	621	303	924	252	1,176	290	251	541	216	757	195	952	(23)%	(19)%	(1)%	2%
Abilify ^(a)	617	633	1,250	608	1,858	707	2,565	624	706	1,330	691	2,021	737	2,758	4%	8%	(1)%	2%
Reyataz	373	357	730	375	1,105	374	1,479	366	396	762	391	1,153	416	1,569	11%	6%	(1)%	2%
Sustiva Franchise ^(b)	335	331	666	342	1,008	360	1,368	343	371	714	359	1,073	412	1,485	14%	9%	(1)%	2%
Baraclude	216	223	439	228	667	264	931	275	292	567	311	878	318	1,196	20%	28%	-	5%
Erbix	166	172	338	159	497	165	662	165	173	338	172	510	181	691	10%	4%	-	-
Sprycel	131	132	263	144	407	169	576	172	193	365	211	576	227	803	34%	39%	(1)%	3%
Yervoy	-	-	-	-	-	-	-	-	95	95	121	216	144	360	N/A	N/A	N/A	N/A
Orencia	169	178	347	184	531	202	733	199	228	427	233	660	257	917	27%	25%	-	2%
Nulojix	-	-	-	-	-	-	-	-	2	2	-	2	1	3	N/A	N/A	N/A	N/A
Onglyza/Kombiglyze ^(c)	10	28	38	47	85	73	158	81	112	193	127	320	153	473	110%	199%	-	3%
Mature Products and All Other ^(d)	810	780	1,590	750	2,340	830	3,170	734	750	1,484	725	2,209	741	2,950	(11)%	(7)%	(1)%	4%

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	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
Net Sales by Therapeutic Area:																		
Cardiovascular	2,129	2,069	4,198	2,086	6,284	2,111	8,395	2,162	2,236	4,398	2,114	6,512	1,972	8,484	(7)%	1%	(1)%	-
Virology	945	929	1,874	963	2,837	1,017	3,854	997	1,075	2,072	1,080	3,152	1,158	4,310	14%	12%	-	3%
Oncology	435	444	879	443	1,322	478	1,800	466	591	1,057	629	1,686	684	2,370	43%	32%	-	3%
Neuroscience	635	650	1,285	618	1,903	715	2,618	631	714	1,345	698	2,043	742	2,785	4%	6%	-	1%
Immunoscience	169	178	347	184	531	202	733	199	230	429	233	662	258	920	28%	26%	1%	3%
Metabolics	37	55	92	75	167	97	264	107	139	246	158	404	181	585	87%	122%	(1)%	4%
Other Therapeutic Areas	457	443	900	429	1,329	491	1,820	449	449	898	433	1,331	459	1,790	(7)%	(2)%	(1)%	3%

* In excess of +/- 200%

(a) Includes alliance revenue from the co-promotional agreement with Otsuka Pharmaceutical Co., Ltd.

(b) The Sustiva Franchise includes sales of Sustiva, as well as revenue of bulk efavirenz included in the combination therapy, Atripla.

(c) Kombiglyze was launched in Q4 2010. Includes Kombiglyze sales of \$5M in 2010 and \$29M and \$68M for the three and twelve months ended December 31, 2011 respectively.

(d) Represents all other products, including those which have lost their exclusivity in major markets and over the counter brands.