

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

	2011							2012							% 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
<b>TOTAL</b>	5,011	5,434	10,445	5,345	15,790	5,454	21,244	5,251	4,443	9,694	3,736	13,430	4,191	17,621	(23)%	(17)%	(1)%	(2)%
<b>Key Products</b>																		
Plavix	1,762	1,865	3,627	1,788	5,415	1,672	7,087	1,693	741	2,434	64	2,498	49	2,547	(97)%	(64)%	-	-
Avapro/Avalide	290	251	541	216	757	195	952	207	117	324	95	419	84	503	(57)%	(47)%	(1)%	(1)%
Eliquis	-	-	-	-	-	-	-	-	1	1	-	1	1	2	N/A	N/A	N/A	N/A
Abilify <sup>(a)</sup>	624	706	1,330	691	2,021	737	2,758	621	711	1,332	676	2,008	819	2,827	11%	3%	(1)%	(1)%
Reyataz	366	396	762	391	1,153	416	1,569	358	406	764	363	1,127	394	1,521	(5)%	(3)%	(1)%	(3)%
Sustiva Franchise <sup>(b)</sup>	343	371	714	359	1,073	412	1,485	386	388	774	370	1,144	383	1,527	(7)%	3%	(1)%	(2)%
Baraclude	275	292	567	311	878	318	1,196	325	357	682	346	1,028	360	1,388	13%	16%	(1)%	(2)%
Erbitux	165	173	338	172	510	181	691	179	179	358	173	531	171	702	(6)%	2%	-	-
Sprycel	172	193	365	211	576	227	803	231	244	475	263	738	281	1,019	24%	27%	(2)%	(4)%
Yervoy	-	95	95	121	216	144	360	154	162	316	179	495	211	706	47%	96%	N/A	N/A
Orencia <sup>(c)</sup>	199	228	427	233	660	257	917	254	290	544	307	851	325	1,176	26%	28%	(2)%	(2)%
Nulojix	-	2	2	-	2	1	3	1	3	4	3	7	4	11	*	*	N/A	N/A
Onglyza/Kombiglyze <sup>(d)</sup>	81	112	193	127	320	153	473	161	172	333	178	511	198	709	29%	50%	(1)%	(2)%
Byetta	-	-	-	-	-	-	-	-	-	-	55	55	94	149	N/A	N/A	N/A	N/A
Bydureon	-	-	-	-	-	-	-	-	-	-	20	20	58	78	N/A	N/A	N/A	N/A
<b>Mature Products and All Other<sup>(e)</sup></b>	734	750	1,484	725	2,209	741	2,950	681	672	1,353	644	1,997	759	2,756	2%	(7)%	-	(3)%

	2011							2012							% 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
<b>Net Sales by Therapeutic Area:</b>																		
Cardiovascular	2,162	2,236	4,398	2,114	6,512	1,972	8,484	1,991	958	2,949	243	3,192	223	3,415	(89)%	(60)%	(1)%	(1)%
Virology	997	1,075	2,072	1,080	3,152	1,158	4,310	1,077	1,165	2,242	1,089	3,331	1,145	4,476	(1)%	4%	(1)%	(2)%
Oncology	466	591	1,057	629	1,686	684	2,370	679	707	1,386	728	2,114	777	2,891	14%	22%	(1)%	(2)%
Neuroscience	631	714	1,345	698	2,043	742	2,785	627	716	1,343	680	2,023	823	2,846	11%	2%	(1)%	(2)%
Immunoscience	199	230	429	233	662	258	920	255	292	547	311	858	329	1,187	28%	29%	(1)%	(2)%
Metabolics	107	139	246	158	404	181	585	194	206	400	299	699	409	1,108	*	89%	-	(2)%
Other Therapeutic Areas	449	449	898	433	1,331	459	1,790	428	399	827	386	1,213	485	1,698	6%	(5)%	1%	(3)%

\* In excess of +/- 100%

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

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

(c) Orencia SubQ was launched in Q4 2011. Includes SubQ sales of \$15M in 2011, \$75M for the three months ended December 31, 2012 and \$213M for the twelve months ended December 31, 2012.

(d) Includes Kombiglyze sales of \$48M and \$164M for the three and twelve months ended December 31, 2012 and \$29M and \$68M for the three and twelve months ended December 31, 2011 respectively.

(e) Represents all other products, including those which have lost their exclusivity in major markets, over the counter brands and royalty-related revenue. Includes Symlin sales of \$23M and \$36M for the three and twelve months ended December 31, 2012 respectively.