

BRISTOL-MYERS SQUIBB COMPANY
WORLDWIDE NET SALES FROM OPERATIONS BY PRODUCT
QUARTERLY SALES TREND ANALYSIS
(Unaudited, dollars in millions)

	2012							2013							% 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	5,251	4,443	9,694	3,736	13,430	4,191	17,621	3,831	4,048	7,879	4,065	11,944			9%	(11)%	(1)%	(1)%
Virology																		
Baraclude	325	357	682	346	1,028	360	1,388	366	371	737	378	1,115			9%	8%	(3)%	(3)%
Reyataz	358	406	764	363	1,127	394	1,521	361	431	792	375	1,167			3%	4%	—	—
Sustiva Franchise ^(a)	386	388	774	370	1,144	383	1,527	387	411	798	389	1,187			5%	4%	1%	1%
Oncology																		
Eribitux	179	179	358	173	531	171	702	162	171	333	183	516			6%	(3)%	—	—
Sprycel	231	244	475	263	738	281	1,019	287	312	599	316	915			20%	24%	(4)%	(4)%
Yervoy	154	162	316	179	495	211	706	229	233	462	238	700			33%	41%	1%	—
Neuroscience																		
Abilify ^(b)	621	711	1,332	676	2,008	819	2,827	522	563	1,085	569	1,654			(16)%	(18)%	1%	—
Metabolics																		
Bydureon	—	—	—	20	20	58	78	52	66	118	87	205			**	**	N/A	N/A
Byetta	—	—	—	55	55	94	149	85	104	189	106	295			93%	**	N/A	N/A
Forxiga	—	—	—	—	—	—	—	3	5	8	7	15			N/A	N/A	N/A	N/A
Onglyza/Kombiglyze ^(c)	161	172	333	178	511	198	709	202	240	442	211	653			19%	28%	—	—
Immunoscience																		
Nulojix	1	3	4	3	7	4	11	5	6	11	7	18			**	**	—	—
Orencia ^(d)	254	290	544	307	851	325	1,176	320	352	672	375	1,047			22%	23%	(3)%	(2)%
Cardiovascular																		
Avapro/Avalide	207	117	324	95	419	84	503	46	56	102	71	173			(25)%	(59)%	—	—
Eliquis	—	1	1	—	1	1	2	22	12	34	41	75			N/A	**	—	—
Plavix	1,693	741	2,434	64	2,498	49	2,547	91	44	135	42	177			(34)%	(93)%	—	—
Mature Products and All Other ^(e)	681	672	1,353	644	1,997	759	2,756	691	671	1,362	670	2,032			4%	2%	(1)%	(1)%

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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:																		
Virology	1,077	1,165	2,242	1,089	3,331	1,145	4,476	1,121	1,225	2,346	1,151	3,497			6%	5%	—	(1)%
Oncology	679	707	1,386	728	2,114	777	2,891	772	814	1,586	824	2,410			13%	14%	(3)%	(2)%
Neuroscience	627	716	1,343	680	2,023	823	2,846	526	568	1,094	574	1,668			(16)%	(18)%	—	—
Metabolics	194	206	400	299	699	409	1,108	400	480	880	478	1,358			60%	94%	—	—
Immunoscience	255	292	547	311	858	329	1,187	325	358	683	382	1,065			23%	24%	(3)%	(3)%
Cardiovascular	1,991	958	2,949	243	3,192	223	3,415	243	193	436	233	669			(4)%	(79)%	1%	—
Other Therapeutic Areas	428	399	827	386	1,213	485	1,698	444	410	854	423	1,277			10%	5%	—	(1)%

** In excess of +/- 100%

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

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

(c) Includes Kombiglyze sales of \$62M and \$178M for the three and nine months ended September 30, 2013 and \$44M and \$116M for the three and nine months ended September 30, 2012, respectively.

(d) Includes Oncia SubQ sales of \$118M and \$302M for the three and nine months ended September 30, 2013 and \$61M and \$138M for the three and nine months ended September 30, 2012, 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 \$21M and \$59M for the three and nine months ended September 30, 2013 and \$13M for the three and nine months ended September 30, 2012.