

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

	2017							2018							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	\$ 1,127	\$ 1,195	\$ 2,322	\$ 1,265	\$ 3,587	\$ 1,361	\$ 4,948	\$ 1,511	\$ 1,627	\$ 3,138	\$ 1,793	\$ 4,931	\$ 1,804	\$ 6,735	\$ 443	\$ 1,787	33%	36%
Eliquis	1,101	1,176	2,277	1,232	3,509	1,363	4,872	1,506	1,650	3,156	1,577	4,733	1,705	6,438	342	1,566	25%	32%
Orencia	535	650	1,185	632	1,817	662	2,479	593	711	1,304	675	1,979	731	2,710	69	231	10%	9%
Sprycel	463	506	969	509	1,478	527	2,005	438	535	973	491	1,464	536	2,000	9	(5)	2%	—
Yervoy	330	322	652	323	975	269	1,244	249	315	564	382	946	384	1,330	115	86	43%	7%
Empliciti	53	55	108	60	168	63	231	55	64	119	59	178	69	247	6	16	10%	7%
Established Brands																		
Baraclude	282	273	555	264	819	233	1,052	225	179	404	175	579	165	744	(68)	(308)	(29)%	(29)%
Reyataz Franchise	193	188	381	174	555	143	698	124	117	241	87	328	99	427	(44)	(271)	(31)%	(39)%
Sustiva Franchise ^(a)	184	188	372	183	555	174	729	84	73	157	72	229	54	283	(120)	(446)	(69)%	(61)%
Hepatitis C Franchise	162	112	274	73	347	59	406	3	12	15	(2)	13	4	17	(55)	(389)	(93)%	(96)%
Other Brands	499	479	978	539	1,517	595	2,112	405	421	826	382	1,208	422	1,630	(173)	(482)	(29)%	(23)%
Total	\$ 4,929	\$ 5,144	\$ 10,073	\$ 5,254	\$ 15,327	\$ 5,449	\$ 20,776	\$ 5,193	\$ 5,704	\$ 10,897	\$ 5,691	\$ 16,588	\$ 5,973	\$ 22,561	\$ 524	\$ 1,785	10%	9%

(a) The Sustiva Franchise includes sales of Sustiva, BMS's share of Atripla revenues in Europe, and U.S. Atripla royalty revenue beginning January 1, 2018.