BRISTOL-MYERS SQUIBB COMPANY
WORLDWIDE REVENUES FROM OPERATIONS BY PRODUCT
QUARTERLY REVENUES TREND ANALYSIS AND RECONCILIATION OF GAAP AND NON-GAAP GROWTH DOLLARS AND PERCENTAGES EXCLUDING FOREIGN EXCHANGE IMPACT
(Unaudited, dollars in millions)

	2012							2013							Growth $		% Change		EX-FX				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	QTD	YTD	Qtr vs. Qtr	YTD vs. YTD	QTD EX-FX $	YTD EX-FX $	QTD EX-FX %	YTD EX-FX %	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	$ 4,441	$ 16,385	$ 250	$ (1,236)	6%	(7)%	$ 4,477	$ 16,509	7%	(6)%	(1)%	(1)%
Virology																								
Baraclude	325	357	682	346	1,028	360	1,388	366	371	737	378	1,115	412	1,527	52	139	14%	10%	424	1,563	18%	13%	(4)%	(3)%
Reyataz	358	406	764	363	1,127	394	1,521	361	431	792	375	1,167	384	1,551	(10)	30	(3)%	2%	387	1,563	(2)%	3%	(1)%	(1)%
Sustiva Franchise [a]	386	388	774	370	1,144	383	1,527	387	411	798	389	1,187	427	1,614	44	87	11%	6%	426	1,611	11%	6%	—	—
Oncology																								
Erbitux	179	179	358	173	531	171	702	162	171	333	183	516	180	696	9	(6)	5%	(1)%	179	696	5%	(1)%	—	—
Sprycel	231	244	475	263	738	281	1,019	287	312	599	316	915	365	1,280	84	261	30%	26%	380	1,323	35%	30%	(5)%	(4)%
Yervoy	154	162	316	179	495	211	706	229	233	462	238	700	260	960	49	254	23%	36%	259	957	23%	36%	—	—
Neuroscience																								
Abilify [b]	621	711	1,332	676	2,008	819	2,827	522	563	1,085	569	1,654	635	2,289	(184)	(538)	(22)%	(19)%	629	2,276	(23)%	(19)%	1%	—
Metabolics																								
Bydureon	—	—	—	20	20	58	78	52	66	118	87	205	93	298	35	220	60%	**	93	297	60%	**	—	N/A
Byetta	—	—	—	55	55	94	149	85	104	189	106	295	105	400	11	251	12%	**	105	399	12%	**	—	N/A
Forxiga	—	—	—	—	—	—	—	3	5	8	7	15	8	23	8	23	N/A	N/A	8	23	N/A	N/A	N/A	N/A
Onglyza/Kombiglyze [c]	161	172	333	178	511	198	709	202	240	442	211	653	224	877	26	168	13%	24%	224	878	13%	24%	—	—
Immunoscience																								
Nulojix	1	3	4	3	7	4	11	5	6	11	7	18	8	26	4	15	100%	**	9	26	**	**	—	—
Orencia [d]	254	290	544	307	851	325	1,176	320	352	672	375	1,047	397	1,444	72	268	22%	23%	405	1,473	25%	25%	(3)%	(2)%
Cardiovascular																								
Avapro/Avalide	207	117	324	95	419	84	503	46	56	102	71	173	58	231	(26)	(272)	(31)%	(54)%	57	229	(32)%	(54)%	1%	—
Eliquis	—	1	1	—	1	1	2	22	12	34	41	75	71	146	70	144	**	**	75	152	**	**	—	—
Plavix	1,693	741	2,434	64	2,498	49	2,547	91	44	135	42	177	81	258	32	(2,289)	65%	(90)%	81	252	65%	(90)%	—	—
Mature Products and All Other [e]	681	672	1,353	644	1,997	759	2,756	691	671	1,362	670	2,032	733	2,765	(26)	9	(3)%	—	736	2,791	(3)%	1%	—	(1)%
Total excluding Plavix and Avapro/Avalide	3,351	3,585	6,936	3,577	10,513	4,058	14,571	3694	3,948	7,642	3,952	11,594	4,302	15,896	244	1,325	6%	9%	4,339	16,028	7%	10%	(1)%	(1)%

	2012							2013							Growth $		% Change		EX-FX				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	QTD	YTD	Qtr vs. Qtr	YTD vs. YTD	QTD $ Ex-Fx	YTD $ Ex-Fx	QTD Ex-Fx %	YTD Ex-Fx %	Qtr vs. Qtr	YTD vs. YTD
Revenues 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	$ 1,229	$ 4,726	$ 84	$ 250	7%	6%	$ 1,244	$ 4,767	9%	7%	(2)%	(1)%
Oncology	679	707	1,386	728	2,114	777	2,891	772	814	1,586	824	2,410	895	3,305	118	414	15%	14%	916	3,372	18%	17%	(3)%	(3)%
Neuroscience	627	716	1,343	680	2,023	823	2,846	526	568	1,094	574	1,668	640	2,308	(183)	(538)	(22)%	(19)%	635	2,292	(23)%	(19)%	1%	—
Metabolics	194	206	400	299	699	409	1,108	400	480	880	478	1,358	502	1,860	93	752	23%	68%	501	1,856	23%	68%	—	—
Immunoscience	255	292	547	311	858	329	1,187	325	358	683	382	1,065	405	1,470	76	283	23%	24%	414	1,499	26%	26%	(3)%	(2)%
Cardiovascular	1,991	958	2,949	243	3,192	223	3,415	243	193	436	233	669	297	966	74	(2,449)	33%	(72)%	296	950	33%	(72)%	—	—
Other Therapeutic Areas	428	399	827	386	1,213	485	1,698	444	410	854	423	1,277	473	1,750	(12)	52	(2)%	3%	471	1,773	(3)%	4%	—	(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 revenue from the co-promotional agreement with Otsuka Pharmaceutical Co., Ltd.
(c) Includes Kombiglyze revenues of $61M and $239M for the three and twelve months ended December 31, 2013 and $48M and $164M for the three and twelve months ended December 31, 2012, respectively.
(d) Includes Orencia SubQ revenues of $139M and $441M for the three and twelve months ended December 31, 2013 and $75M and $213M for the three and twelve months ended December 31, 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 revenues of $25M and $84M for the three and twelve months ended December 31, 2013 and $23M and $36M for the three and twelve months ended December 31, 2012.