

The following table breaks down net sales of our Pharmaceutical business products by geographical region in 2010:

(€ million) Product	Western Europe*	Change at constant exchange rates	United States	Change at constant exchange rates	Emerging Markets**	Change at constant exchange rates	Other countries***	Change at constant exchange rates
Lantus®	684	+5.3%	2,134	+7.4%	508	+18.2%	184	+25.2%
Apidra®	68	+21.8%	62	+11.1%	35	+37.5%	12	+150.0%
Amaryl®	42	-17.6%	6	-33.3%	222	+21.7%	208	+3.3%
Insuman®	108	-0.9%	—	—	25	+19.0%	—	-100.0%
Sub-total: Diabetes	902	+4.2%	2,202	+7.4%	790	+20.0%	404	+13.7%
Lovenox®	782	+7.3%	1,439	-22.7%	499	+6.9%	86	+19.4%
Plavix®	641	-53.9%	213 ^a	-4.1%	648	+0.7%	581	+25.4%
Taxotere®	709	-10.6%	786	-8.0%	394	+1.4%	233	+2.5%
Aprovel®/CoAprovel®	825	-5.0%	39 ^a	+457.1%	358	+8.3%	105	+67.3%
Eloxatine®	46	-42.9%	172	-76.4%	150	-9.8%	59	+4.0%
Multaq®	39	—	128	—	2	—	3	—
Jevtana®	—	—	82	—	—	—	—	—
Stilnox®/Ambien® / Myslee®	55	-8.3%	443	-21.6%	68	+5.0%	253	+13.6%
Allegra®	16	-5.9%	147	-53.6%	88	+17.4%	356	-3.2%
Copaxone®	482	+9.1%	—	—	13	-13.3%	18	+7.7%
Tritace®	189	-4.1%	—	—	191	-2.6%	30	-41.9%
Depakine®	148	+2.1%	—	—	209	+12.0%	15	+9.1%
Xatral®	66	-14.3%	155	+2.7%	70	+0.0%	5	-50.0%
Actonel®	104	-23.5%	—	—	93	-12.4%	41	+3.2%
Nasacort®	28	-3.4%	130	-20.3%	26	-10.7%	5	-20.0%
Other products	2,649	-2.3%	652	+3,3%	2,052	+0.4%	711	-10.9%
Consumer Health								
Care	630	+1.1%	320	—	1,050	+44.4%	217	+31.3%
Generics	404	+11.1%	102	—	988	+42.8%	40	+61.9%
Total pharmaceuticals	8,715	-8.5%	7,010	-7,5%	7,689	+11.9%	3,162	+6.9%

* France, Germany, United Kingdom, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark.

** World excluding United States, Canada, Western Europe, Japan, Australia and New Zealand.

*** Japan, Canada, Australia and New Zealand.

^a Sales of active ingredient to the entity majority-owned by BMS in the United States.

Net Sales — Human Vaccines (Vaccines)

In 2010, the Vaccines segment reported net sales of €3,808 million, up 4.8% at constant exchange rates and 9.3% on a reported basis. Growth was driven by sales of seasonal influenza vaccines (€845 million, versus €597 million in 2009). Sales of pandemic influenza vaccines (mainly against the A/H1N1 virus) were flat; excluding their impact, growth for the Vaccines segment reached 5.5% at constant exchange rates.

Although the Vaccines segment saw net sales fall in Western Europe and the United States (by 15.6% and 11.5% at constant exchange rates, respectively), the effect was amply offset by strong growth in Emerging Markets and in the Other Countries region (of 46.2% and 23.0% at constant exchange rates, respectively).

The following table breaks down our 2011 and 2010 net sales for the products acquired with Genzyme:

(€ million)		2011	2010	Change on a
Product	Indication	Reported	Reported	constant structure basis and at constant exchange rates (%)
Cerezyme®	Gaucher disease	441	—	+11.1%
Myozyme®/Lumizyme®	Pompe disease	308	—	+27.4%
Fabrazyme®	Fabry disease	109	—	+9.4%
Renagel®/Renvela®	Hyperphosphatembosis	415	—	+10.2%
Synvisc®	Atherothrombosis	256	—	+14.7%
Other Genzyme products		866	—	-2.2%
Total Genzyme		2,395	—	+7.7%

The following table breaks down net sales of our Pharmaceutical business products by geographical region in 2011:

(€ million)	Western Europe (1)	Change at constant exchange rates	United States	Change at constant exchange rates	Emerging Markets (2)	Change at constant exchange rates	Other countries (3)	Change at constant exchange rates
Product								
Lantus®	730	+6.4%	2,336	+14.6%	617	+26.0%	233	+22.3%
Apidra®	68	0.0%	65	+11.3%	37	+8.6%	20	+58.3%
Insuman®	103	-4.6%	—	—	29	+20.0%	—	—
Amaryl®	32	-23.8%	4	-33.3%	228	+8.6%	172	-21.6%
Other products	10	—	—	—	—	—	—	—
Sub-total: Diabetes	943	+4.3%	2,405	+14.4%	911	+20.1%	425	+0.5%
Lovenox®	833	+6.4%	633	-54.3%	551	+14.0%	94	+3.5%
Plavix®	414	-35.6%	196*	-8.0%	706	+11.9%	724	+18.6%
Taxotere®	189	-73.6%	243	-69.2%	294	-24.6%	196	-20.2
Aprovel®/CoAprovel®	753	-9.1%	49*	+25.6%	363	+6.7%	126	+8.6%
Eloxatin®	38	-19.6%	806	+393.0%	162	+9.3%	65	+10.2%
Multaq®	66	+66.7%	184	+50.8%	7	+250.0%	4	+33.3%
Jevtana®	44	—	131	+65.9%	13	—	—	—
Stilnox®/Ambien® / Myslee®	53	-3.6%	82	-80.6%	65	-1.5%	290	+8.3%
Allegra®	13	-18.8%	3	-98.6%	99	+19.3%	465	+22.2%
Copaxone®	415	-14.1%	—	—	—	-100.0%	21	+11.1%
Tritace®	170	-10.1%	—	—	181	0.0%	24	-23.3%
Depakine®	145	-2.0%	—	—	227	+11.5%	16	-6.7%
Xatral®	58	-12.1%	75	-49.7%	63	-7.1%	4	-20.0%
Actonel®	54	-48.1%	—	—	78	-12.9%	35	-22.0%
Nasacort®	25	-10.7%	54	-57.7%	23	0.0%	4	-20.0%
Other products	2,417	-8.9%	497	-19.9%	2,106	+7.4%	753	+1.4%
Consumer Health Care	651	+3.2%	549	+80.0%	1,225	+20.8%	241	+5.1%
Generics	443	+9.4%	177	+79.4%	1,092	+14.0%	34	-20.0%
Genzyme	621	—	1,180	—	347	—	247	—
Total pharmaceuticals	8,345	-3.9%	7,264	+8.5%	8,513	+15.0%	3,768	+14.0%

(1) France, Germany, United Kingdom, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark.

(2) World excluding United States, Canada, Western Europe, Japan, Australia and New Zealand.

(3) Japan, Canada, Australia and New Zealand.

* Sales of active ingredient to the entity majority-owned by BMS in the United States.

The following table breaks down net sales of our Pharmaceutical segment products by geographical region in 2012:

(€ million)								
Product	Western Europe ⁽¹⁾	Change at constant exchange rates	United States	Change at constant exchange rates	Emerging Markets ⁽²⁾	Change at constant exchange rates	Rest of the world ⁽³⁾	Change at constant exchange rates
Lantus®	778	+5.3%	3,087	+22.0%	793	+25.4%	302	+20.6%
Apidra®	78	+14.7%	73	+3.1%	51	+37.8%	28	+30.0%
Amaryl®	28	-12.5%	3	-25.0%	263	+11.4%	127	-32.6%
Insuman®	98	-4.9%	1	—	37	+27.6%	(1)	—
Other products	30	+190.0%	3	—	—	—	3	—
Total: Diabetes	1,012	+4.3%	3,167	+21.5%	1,144	+22.5%	459	+0.2%
Eloxatin®	13	-65.8%	718	-18.0%	153	-10.5%	72	+3.1%
Taxotere®	53	-72.5%	53	-80.2%	270	-11.2%	187	-10.7%
Jevtana®	91	+104.5%	109	-23.7%	33	+153.8%	2	—
Thymoglobulin® ⁽⁴⁾	29	—	98	—	50	—	16	—
Zaltrap®	—	—	24	—	—	—	1	—
Mozobil® ⁽⁴⁾	30	—	56	—	7	—	3	—
Other products ⁽⁴⁾	75	—	183	—	45	—	23	—
Total: Oncology	291	-23.7%	1,241	-19.8%	558	0.0%	304	-1.7%
Cerezyme® ⁽⁴⁾	215	—	166	—	190	—	62	—
Myozyme®/Lumizyme® ⁽⁴⁾	257	—	117	—	55	—	33	—
Fabrazyme® ⁽⁴⁾	52	—	152	—	41	—	47	—
Aldurazyme® ⁽⁴⁾	58	—	26	—	47	—	19	—
Other products ⁽⁴⁾	34	—	96	—	36	—	75	—
Sub-total Rare diseases⁽⁴⁾	616	—	557	—	369	—	236	—
Aubagio®	—	—	7	—	—	—	—	—
Sub-total Multiple sclerosis	—	—	7	—	—	—	—	—
Total: Genzyme⁽⁴⁾	616	—	564	—	369	—	236	—
Plavix®	307	-25.8%	76*	-62.2%	799	+5.5%	884	+13.4%
Lovenox®	854	+1.9%	319	-53.1%	615	+11.6%	105	+2.1%
Aprovel®/CoAprovel®	557	-26.4%	45*	-8.2%	395	+2.5%	154	+17.5%
Renagel®/Renvela® ⁽⁴⁾	128	—	451	—	53	—	21	—
Allegra®	11	-15.4%	(1)	-133.3%	120	+21.2%	423	-15.1%
Stilnox®/Ambien®/Myslee®	46	-13.2%	85	-4.9%	70	+7.7%	296	-5.5%
Depakine®	143	-3.4%	—	—	251	+7.9%	16	-6.3%
Synvisc®/Synvisc-One® ⁽⁴⁾	20	—	302	—	24	—	17	—
Tritace®	150	-11.8%	—	—	180	-1.1%	15	-37.5%
Multaq®	46	-31.8%	200	+0.5%	8	0.0%	1	-25.0%
Lasix®	79	-3.7%	3	0.0%	62	+7.0%	66	-12.7%
Targocid®	86	-9.5%	—	—	90	-3.3%	22	+53.8%
Orudis®	51	+6.3%	—	—	129	+20.8%	4	—
Cordarone®	28	-9.7%	—	—	76	+7.4%	59	-9.8%
Xatral®	45	-24.1%	20	-74.7%	62	-6.3%	3	0.0%
Actonel®	33	-38.9%	—	—	66	-16.7%	35	-5.7%
Other prescription products	1,900	-27.0%	585	-20.5%	1,731	-4.6%	637	-11.4%
Total: Other prescription products⁽⁴⁾	4,484	-19.2%	2,085	-18.7%	4,731	+2.6%	2,758	-2.5%
Consumer Health Care	666	+2.2%	606	+2.2%	1,478	+19.9%	258	-2.1%
Generics	500	+11.5%	272	+42.4%	1,045	-2.7%	27	-29.4%
Total pharmaceuticals	7,569	-9.9%	7,935	+0.9%	9,325	+7.8%	4,042	-0.3%

⁽¹⁾ France, Germany, United Kingdom, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark.

⁽²⁾ World excluding United States, Canada, Western Europe, Japan, Australia and New Zealand.

⁽³⁾ Japan, Canada, Australia and New Zealand.

⁽⁴⁾ In 2011, net sales of Genzyme products were recognized from the acquisition date (April 2011).

* Sales of active ingredient to the entity majority-owned by BMS in the United States.

The following table breaks down net sales of our Pharmaceutical segment products by geographical region in 2013:

(€ million) Product	Western Europe ⁽¹⁾	Change at constant exchange rates	United States	Change at constant exchange rates	Emerging Markets ⁽²⁾	Change at constant exchange rates	Rest of the world ⁽³⁾	Change at constant exchange rates
Lantus®	804	+4.1%	3,747	+25.6%	874	+16.8%	290	+12.3%
Apidra®	84	+7.7%	112	+58.9%	63	+31.4%	29	+28.6%
Amaryl®	22	-21.4%	2	-33.3%	269	+9.9%	82	-18.1%
Insuman®	90	-8.2%	1	0.0%	42	+18.9%	(1)	-100.0%
Lyxumia®	6	—	—	—	—	—	3	—
Other products	45	+50.0%	—	-100.0%	2	—	2	—
Total: Diabetes	1,051	+4.4%	3,862	+26.1%	1,250	+16.1%	405	+5.7%
Taxotere®	22	-56.6%	42	-18.9%	211	-18.5%	134	-10.7%
Jevtana®	110	+22.0%	86	-19.3%	31	+3.0%	4	+150.0%
Eloxatin®	6	-53.8%	19	-97.4%	127	-14.4%	69	+1.4%
Thymoglobulin®	31	+6.9%	102	+8.2%	53	+10.0%	12	-6.3%
Mozobil®	32	+6.7%	56	+3.6%	10	+42.9%	3	+33.3%
Zaltrap®	15	—	36	+54.2%	2	—	—	-100.0%
Other products	54	-26.7%	149	-15.8%	30	-28.9%	19	+4.3%
Total: Oncology	270	-6.2%	490	-59.3%	464	-13.3%	241	-5.3%
Cerezyme®	225	+5.1%	178	+10.8%	241	+36.3%	44	-16.1%
Myozyme®/Lumizyme®	274	+7.4%	123	+9.4%	74	+43.6%	29	+3.0%
Fabrazyme®	87	+69.2%	196	+33.6%	51	+31.7%	49	+29.8%
Aldurazyme®	60	+5.2%	29	+15.4%	54	+21.3%	16	0.0%
Other products	39	+14.7%	99	+5.2%	39	+13.9%	67	+8.0%
Sub-total Rare diseases	685	+12.0%	625	+16.0%	459	+32.8%	205	+4.7%
Aubagio®	12	—	152	—	2	—	—	—
Lemtrada™	2	—	—	—	—	—	—	—
Sub-total Multiple sclerosis	14	—	152	—	2	—	—	—
Total: Genzyme⁽⁴⁾	699	+14.3%	777	+42.6%	461	+33.3%	205	+5.1%
Plavix®	257	-16.3%	5*	-93.4%	807	+4.6%	788	+12.1%
Lovenox®	858	+0.9%	187	-39.5%	563	-2.6%	95	-1.9%
Aprovel®/CoAprovel®	338	-39.1%	17*	-60.0%	410	+9.1%	117	-20.8%
Renagel®/Renvela®	133	+4.7%	531	+22.0%	67	+35.8%	19	0.0%
Allegra®	10	-9.1%	(3)	—	120	+12.5%	279	-18.7%
Depakine®	138	-2.1%	—	—	252	+5.6%	15	0.0%
Stilnox®/Ambien®/Myslee®	42	-8.7%	88	-7.1%	65	0.0%	196	-16.6%
Synvisc®/Synvisc-One®	25	+25.0%	295	+1.0%	33	+45.8%	18	+17.6%
Tritace®	136	-9.3%	—	—	160	-4.4%	11	-20.0%
Multaq®	43	-6.5%	216	+11.5%	8	+12.5%	2	0.0%
Lasix®	75	-5.1%	3	0.0%	50	-11.3%	44	-13.6%
Targocid®	79	-8.1%	—	—	75	-10.0%	12	-27.3%
Orudis®	24	-52.9%	—	—	117	+7.8%	3	-25.0%
Cordarone®	25	-10.7%	—	—	74	+2.6%	42	-10.2%
Xatral®	39	-13.3%	3	-85.0%	58	-3.2%	1	-33.3%
Actonel®	22	-33.3%	—	—	48	-22.7%	30	-2.9%
Auvi-Q™	—	—	51	—	—	—	—	—
Other prescription products	1,645	-13.1%	497	-12.0%	1,607	-0.3%	481	-11.1%
Total: Other prescription products	3,889	-13.0%	1,890	-6.1%	4,514	+1.8%	2,153	-5.4%
Consumer Health Care	664	-0.2%	616	+4.8%	1,482	+7.9%	242	+3.9%
Generics	552	+11.4%	179	-32.4%	858	-12.8%	36	+51.9%
Total pharmaceuticals	7,125	-5.4%	7,814	+1.8%	9,029	+3.2%	3,282	-2.6%

⁽¹⁾ France, Germany, United Kingdom, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark.

⁽²⁾ World excluding United States, Canada, Western Europe, Japan, Australia and New Zealand.

⁽³⁾ Japan, Canada, Australia and New Zealand.

* Sales of active ingredient to the entity majority-owned by BMS in the United States.

The following table breaks down net sales of our Pharmaceutical segment products by geographical region in 2014:

(€ million) Product	Western Europe ⁽¹⁾ Reported	Change at constant exchange rates	United States Reported	Change at constant exchange rates	Emerging Markets ⁽²⁾ Reported	Change at constant exchange rates	Rest of the world ⁽³⁾ Reported	Change at constant exchange rates
Lantus®	871	+7.7%	4,225	+12.4%	970	+17.6%	278	+3.1%
Apidra®	98	+16.7%	131	+16.1%	75	+28.6%	32	+17.2%
Amaryl®	19	-13.6%	4	+100.0%	283	+8.9%	54	-26.8%
Insuman®	82	-8.9%	1	0.0%	54	+38.1%	—	-100.0%
Blood glucose meters	58	+28.9%	—	—	3	+200.0%	3	+50.0%
Lyxumia®	15	+150.0%	—	—	4	—	8	+200.0%
Other products	—	—	—	—	1	0.0%	4	—
Total: Diabetes	1,143	+8.3%	4,361	+12.6%	1,390	+17.4%	379	+1.0%
Jevtana®	142	+28.2%	91	+5.8%	33	+19.4%	7	+75.0%
Taxotere®	15	-31.8%	8	-81.0%	156	-23.2%	87	-29.1%
Thymoglobulin®	32	+3.2%	108	+5.9%	64	+26.4%	13	+8.3%
Eloxatin®	5	-16.7%	22	+5.3%	121	-2.4%	62	-4.3%
Mozobil®	34	+3.1%	62	+8.9%	12	+20.0%	3	+66.7%
Zaltrap®	37	+146.7%	27	-25.0%	5	+150.0%	—	—
Other products	55	0.0%	151	+1.3%	32	+6.7%	17	+10.5%
Total: Oncology	320	+17.4%	469	-4.9%	423	-5.4%	189	-14.1%
Cerezyme®	241	+6.7%	186	+4.5%	248	+14.5%	40	-2.3%
Cerdelga®	—	—	4	—	—	—	—	—
Myozyme®/Lumizyme®	270	-1.8%	142	+14.6%	98	+41.9%	32	+17.2%
Fabrazyme®	110	+26.4%	223	+13.8%	69	+49.0%	58	+26.5%
Aldurazyme®	64	+6.7%	33	+13.8%	58	+16.7%	17	+6.3%
Other products	43	+7.7%	89	-10.1%	49	+25.6%	63	+6.0%
Sub-total Rare diseases	728	+5.8%	677	+8.0%	522	+24.0%	210	+10.7%
Aubagio®	83	+600.0%	326	+112.5%	10	+550.0%	14	—
Lemtrada®	28	—	2	—	2	—	2	—
Sub-total Multiple sclerosis	111	+692.9%	328	+113.8%	12	+650.0%	16	—
Total: Genzyme	839	+19.6%	1,005	+28.7%	534	+26.7%	226	+18.5%
Plavix®	217	-15.6%	1*	-80.0%	862	+8.8%	782	+7.6%
Lovenox®	898	+4.3%	130	-30.5%	584	+10.1%	87	-2.1%
Aprovel®/CoAprovel®	190	-43.8%	18*	+5.9%	409	+1.7%	110	-5.1%
Renagel®/Renvela®	133	-0.8%	464	-13.6%	68	+9.0%	19	+10.5%
Depakine®	139	0.0%	—	—	243	+1.2%	13	-6.7%
Synvisc®/Synvisc-One®	28	+12.0%	274	-7.5%	39	+24.2%	11	-33.3%
Stilnox®/Ambien®/Myslee®	40	-2.4%	74	-17.0%	63	+1.5%	129	-29.1%
Multaq®	44	+2.3%	235	+8.8%	9	+12.5%	2	0.0%
Tritace®	127	-6.6%	—	—	147	-3.8%	7	-27.3%
Allegra®	10	0.0%	—	—	5	-95.8%	177	-30.1%
Lasix®	78	+4.0%	3	0.0%	51	+12.0%	32	-22.7%
Targocid®	84	+5.1%	—	—	71	-2.7%	7	-25.0%
Orudis®	20	-16.7%	—	—	137	+23.9%	3	+33.3%
Cordarone®	24	-4.0%	—	—	71	+2.7%	34	-11.9%
Xatral®	38	-2.6%	—	-100.0%	56	-1.7%	—	—
Actonel®	17	-22.7%	—	—	41	-10.4%	24	-13.3%
Auvi-Q®/Allerject™	2	-33.3%	61	+21.6%	—	—	9	+50.0%
Other products	1,547	-6.2%	344	-29.8%	1,397	-7.9%	361	-20.2%
Total: Other prescription products	3,636	-6.8%	1,604	-15.2%	4,253	-1.5%	1,807	-9.8%
Consumer Health Care	676	+1.7%	708	+15.4%	1,756	+28.4%	197	-13.2%
Generics	533	+4.3%	123	-31.3%	1,106	+38.8%	43	+27.8%
Total pharmaceuticals	7,147	-0.1%	8,270	+5.6%	9,462	+11.1%	2,841	-6.9%

⁽¹⁾ France, Germany, United Kingdom, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark.

⁽²⁾ World excluding United States, Canada, Western Europe, Japan, Australia and New Zealand.

⁽³⁾ Japan, Canada, Australia and New Zealand.

* Sales of active ingredient to the entity majority-owned by BMS in the United States.

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