12/20
of our leading transformational medicines are derived from collaborations

>60%
of development pipeline are externally sourced

300+
active alliances

Bristol Myers Squibb™

Business Development

Bristol Myers Squibb™

Therapeutic Areas of Focus

Solid Tumors

Bristol Myers Squibb has pioneered breakthrough medicines that have changed survival expectations for patients with cancer, from the early breakthroughs such as taxane-based chemotherapy to transforming the treatment landscape by harnessing the body's immune system to fight cancer. We have an extensive portfolio of investigational compounds and approved medicines.

- We leverage our foundational expertise in tumor biology and application of translational approaches to benefit patients across all stages of disease
- We are pursuing novel therapies that focus on disease biology of cancers with high unmet need
- We seek opportunities in patient populations not currently addressable by checkpoint blockade
- We will expand into oncogenic pathways for both tumor intrinsic and extrinsic factors, including the immune system

Areas of interest include, but are not limited to, the following:

- New modalities such as antibody-drug conjugates, radiopharmaceutical therapies, immune cell engagers, cancer vaccines
- Investment in protein degrader platforms
- Tumor intrinsic biology with clear patient selection strategy
- Historically intractable targets to develop disruptive therapeutic technologies
- Novel innate and adaptive immune mechanisms
- Novel therapies that transform response rates and durability for patients
- Therapies that address tumor intrinsic vulnerabilities and primary or acquired mechanisms of resistance to standard of care

Please reach out to BD-OncHema@bms.com to connect with someone from our BD Oncology and Hematology teams.

As of 10/5/2023

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
AHR Antagonist	1	Small Molecule	■
Anti-CCR8	1	Biologic	
Anti-ILT4	1	Biologic	■
Anti-NKG2A	1	Biologic	
AR-LDD	1	Small Molecule	■
Claudin 18.2 ADC	1	Biologic	■
DGK Inhibitor	1	Small Molecule	
JNK Inhibitor	1	Small Molecule	
Helios CELMoD	1	Small Molecule	
MAGEA4/8 TCER	1	Biologic	■
SHP2 Inhibitor	1	Small Molecule	■
TGFβ Inhibitor	1	Biologic	■
TIGIT Bispecific	1	Biologic	■
Anti-CTLA-4 NF Probody Therapeutic®	2	Biologic	■
Anti-IL8	2	Biologic	■
Anti-Fucosyl GM1	2	Biologic	
BET Inhibitor (BMS-986378)*	2	Small Molecule	■
farletuzumab ecteribulin	2	Biologic	■
repotrectinib	2	Small Molecule	■
nivolumab + relatlimab	2	Biologic	■
subcutaneous nivolumab + rHuPH20	3	Biologic	■
subcutaneous nivolumab+relatlimab+rH-uPH20	3	Biologic	■
Nivolumab, OPDIVO®	M	Biologic	■
Ipilimumab, YERVOY®	M	Biologic	■
Paclitaxel, ABRAXANE®	M	Small Molecule	■
Nivolumab and relatlimab-rmbw, OPDU-ALAG™	M	Biologic	■

The goal of Bristol Myers Squibb's cancer research across an extensive portfolio of investigational compounds and approved medicines is to deliver medicines that offer each patient a better, healthier life and to make cure a possibility. Building on a legacy of innovation that has changed survival expectations across a broad range of cancers, our researchers are exploring new frontiers in personalized medicine, and through digital platforms, are turning data into insights that sharpen our focus. Deep understanding of causal human biology, cutting-edge capabilities and differentiated research platforms uniquely position the company to approach cancer from every angle.

Hematology

Bristol Myers Squibb has pioneered transformational medicines and is committed to sustaining its strong leadership and legacy in the development of transformational therapeutics for treating patients with malignant and benign hematological conditions.

- Our focus is on Multiple Myeloma, Lymphoma and CLL, AML, MDS, MPNs (e.g., myelofibrosis) and non-malignant conditions (e.g., thalassemias)

Areas of interest include, but are not limited to, the following:

- Targeted protein degradation/homeostasis
- Epigenetics
- ADCs, including ADC degraders, immune cell engagers, and other novel antibody constructs
- Targeting molecularly defined patient segments
- Next-generation therapies with differentiated safety and efficacy profiles
- Novel therapeutic targets/pathways and combinations
- Targeting pathways of resistance

Please reach out to BD-OncHema@bms.com to connect with someone from our BD Oncology and Hematology teams.

As of 10/5/2023

Compound/Brand Name	Phase	Modality	Externally Sourced/ Partnered
Anti-SIRPα	1	Biologic	■
BCMA NKE	1	Biologic	■
alnuctamab BCMA TCE	1	Biologic	■
BET Inhibitor (BMS-986378)*	1	Small Molecule	■
BCL6 LDD	1	Small Molecule	■
CD33 NKE	1	Biologic	■
CK1α CELMoD	1	Small Molecule	■
GPRC5D CAR T	1	Cell Therapy	■
golcadomide	2	Small Molecule	■
BET Inhibitor (BMS-986158)	2	Small Molecule	
iberdomide	3	Small Molecule	■
mezigdomide (CC-92480)	3	Small Molecule	■
Ide-cel+, ABECMA	M	Cell Therapy	■
Liso-cel, BREYANZI®	M	Cell Therapy	■
Enasidenib, IDHIFA®	M	Small Molecule	■
Fedratinib, INREBIC®	M	small Molecule	■
Romidepsin, ISTODAX®	M	Small Molecule	■
Azacitidine tablets, ONUREG®	M	Small Molecule	■
Pomalidomide, POMALYST®	M	Small Molecule	■
Luspatercept-aamt, REBLOZYL®	M	Biologic	■
Dasatinib, SPRYCEL®	M	Small Molecule	
Lenalidomide, REVLIMID®	M	Small Molecule	■
Elotuzumab, EMPLICITI®	M	Biologic	■
Azacitidine, VIDAZA®	M	Small Molecule	■

Cell Therapy

Bristol Myers Squibb is committed to building a leadership position in cell therapy by leveraging unparalleled disease expertise, CMC capabilities, manufacturing scale and portfolio of first/best-in-class assets.

- Informed by one of the most extensive translational and clinical datasets in CAR T, we are exploring a multitude of next-generation approaches, including allogeneic ("off the shelf") programs, dual antigen targeting, CAR T cells armed with custom payloads and gene editing. Our goal is to maximize the potential of cell therapy and reach more patients – both with and beyond blood cancer – by expanding into new disease areas with unmet need, such as solid tumors and immunology.

With our bold ambition, backed by a best-in-the-industry team and long-term commitment, we are leading the way to unlock the full promise of cell therapy as we strive to put more patients on the path to a cure. Areas of interest include, but are not limited to, the following:

- Clinical Stage assets with differentiated clinical profile across:
  - Allogeneic donor/iPSC, NK cells, Tregs
  - Gamma delta T cells
  - Additional cell types – e.g., macrophages, NKT cells
- Novel tumor targets and binders – CAR and TCR
- Next-generation engineering (e.g., CAR logic gates, gene editing, TME modulation)
- Non-viral delivery for modifying cell gene expression
- Enabling manufacturing platforms and technologies
- Combinations with other therapies to increase efficacy

Please reach out to BD-CT@bms.com to connect with someone from our BD Cell Therapy team.

Immunology

Bristol Myers Squibb is pursuing pathbreaking science in Immunology to deliver meaningful solutions that address unmet needs in rheumatology, gastroenterology, dermatology and pulmonology.

- Over two decades ago, our researchers pioneered the science of modulating the body's immune response to treat disease
- Today, Bristol Myers Squibb's Immunology franchise encompasses several marketed products and a robust pipeline of more than 15 compounds in clinical development, including rheumatoid arthritis, systemic lupus erythematosus (SLE), inflammatory bowel disease (IBD), atopic dermatitis, psoriasis, multiple sclerosis and other immune-mediated diseases with high unmet needs
- Bristol Myers Squibb has an industry-leading pipeline, including discovery and clinical stage first-in-class agents spanning multiple pathways, mechanisms and approaches which are being developed internally and through partnerships and collaborations

Areas of interest include, but are not limited to, the following:

- Agents that target selective immune suppression, eliminate pathogenic immune memory cells and/or promote immune homeostasis, including those that act on both immune and non-immune cell types (e.g., epithelial and stromal cells)
- Progressive pulmonary fibrotic diseases including Idiopathic Pulmonary Fibrosis and non-IPF Interstitial Lung Diseases such as scleroderma
- Mechanisms which promote repair and reversal of fibrosis through inhibition of inflammatory responses, protection of epithelium and normalization of fibroblast activation
- Novel therapeutic modalities that selectively leverage tissue restricted or genetically validated targets
- Biomarkers of disease activity to inform patient stratification, measure pharmacodynamic responses and predict efficacy, with a particular interest in such biomarker-enabled programs

Please reach out to BD-FibImm@bms.com to connect with someone from our Immunology team.

As of 10/5/2023

Compound/Brand Name	Phase	Modality	Externally Sourced/ Partnered
Anti-CD40	1	Biologic	
IL2-CD25	1	Biologic	■
TYK2 Inhibitor	2	Small Molecule	
PKCθ Inhibitor	1	Small Molecule	■
afimetoran (TLR 7/8 Inhibitor)	2	Small Molecule	
cendakimab	3	Biologic	■
Deucravacitinib, SOTYKTU®	M	Small Molecule	
Ozanimod, ZEPOSIA®	M	Small Molecule	■
Abatacept, ORENCIA®	M	Biologic	■
Belatacept, NULOJIX®	M	Biologic	
CD19 NEX T	1	Cell Therapy	
LPA1 Antagonist	3	Small Molecule	
obexelimab**	3	Biologic	■

Cardiovascular

For more than 60 years, Bristol Myers Squibb has been a trailblazer in the fight against cardiovascular disease. As a leader in cardiovascular research, we have pioneered the science that has changed the standard of care and over the years have translated this science into life-saving medicines that have treated millions of people around the world. Our focus is on continuing this legacy of developing novel therapies including disease-modifying medicines that help patients living with arterial thrombosis, defined sets of heart failure, cardiomyopathies, and residual risk of vascular disease in ways that were never possible before. We also highly value the application of precision medicine concepts to cardiovascular disease, including cardiomyopathy and heart failure.

Areas of interest include, but are not limited to, the following:

- Protection against or regression of adverse remodeling of the heart (e.g., fibrosis, hypertrophy, resolution of inflammation, cardiomyocyte preservation or regeneration)
- Novel targets and/or cardiac specific delivery modalities addressing specific cardiomyopathies (e.g., genetically defined targets)
- Modulators of cardiac sarcomere function, activation and inhibition
- Cardiac myocyte proteotoxicity caused by protein mutations or misfolding, sarcomere homeostasis
- Novel mechanisms to target heart failure
- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Reduction in residual atherosclerotic risk driven by poorly or untreated dyslipidemias and/or vascular inflammation
- Improvement of peripheral vascular compliance
- Novel mechanisms to target arrhythmias
- Translational tools for patient selection within more precisely defined target populations

Please reach out to BD-NeuroCV@bms.com to connect with someone from our BD Cardiovascular or Neuroscience teams.

As of 10/5/2023

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
FXIa Inhibitor (BMS-986209)	1	Small Molecule	■
MYK-224	2	Small Molecule	■
danicamtiv	2	Small Molecule	■
milvexian	3	Small Molecule	■
mavacamten, CAMZYOS®	M	Small Molecule	■
Apixaban, ELIQUIS®	M	Small Molecule	■

Neuroscience

Bristol Myers Squibb is committed to the development of transformational therapeutics for patients with neurodegenerative and neuromuscular diseases.

- We have built a network of external partnerships across multiple treatment platforms (small molecules, biologics and nucleic acid targeting) that leverage our leadership in protein homeostasis, immunology and inflammation to attack neurological and neuromuscular diseases

Areas of interest include, but are not limited to, the following:

- Disease-modifying therapies for neurodegenerative, neuroimmune, neuro-inflammatory and neuromuscular diseases (e.g., Alzheimer's, Parkinson's, and Lou Gehrig's diseases, progressive forms of Multiple Sclerosis, repeat expansion diseases, muscular dystrophies)
- Targets that modulate protein homeostasis, protein clearance, immune system biology, inflammation and reduce or eliminate toxic protein production
- Emerging technologies (RNA, DNA targeting, gene regulation, editing and replacement, vector optimization) that when matched to underlying disease genetics, can deliver a precision medicine portfolio with a high probability of success to address unmet medical needs
- Targets in sporadic and orphan/rare neurological and neuromuscular diseases
- Novel biomarkers (Tissue-, imaging-, sensor-based) for detection, staging and monitoring progression of early disease
- Novel methodologies for establishing clinical meaningfulness as early as possible in disease
- Novel blood brain-barrier delivery technologies

Please reach out to BD-NeuroCV@bms.com to connect with someone from our BD Cardiovascular or Neuroscience teams.

As of 10/5/2023

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
Anti-Tau	1	Biologic	■
BTK Inhibitor	1	Small Molecule	
eIF2b Activator	1	Small Molecule	■
FAAH/MGLL Dual Inhibitor	1	Small Molecule	■
Ozanimod, ZEPOSIA®	M	Small Molecule	■

All tables updated as of October 2023

1 - Phase 1 **2** - Phase 2 **3** - Phase 3 **M** - Marketed Product Development
■ - Compound benefiting from external innovation
* In development for solid tumors and hematology ** BMS territory

Cross-Therapeutic Areas of Focus

Translational Medicine

Bristol Myers Squibb is committed to translational medicine approaches to help our patients get the maximum benefit of our drugs. We routinely collaborate with partners to move novel biomarker innovations into clinical practice.

Areas of interest include, but are not limited to, the following:

- Innovative biomarker applications to inform target identification, disease characterization and treatment optimization:
  - Diagnostic approaches to stratify/select patients most likely to benefit from therapy
  - Pharmacodynamic assessment of dose monitoring and treatment response
  - Biomarkers of emerging or novel clinical endpoints (e.g., minimal residual disease)
  - Technologies and systems to elucidate disease biology (including the tumor microenvironment) and mechanisms of resistance
- Biomarker and bioanalytical technologies and platforms:
  - Novel histopathology approaches; multiplexed fluorescence-based platforms and digital pathology and imaging analysis software applications
  - Multicolored flow cytometry assays (exploratory and diagnostic grade), for both peripheral and tumoral assessment
  - Metabolomic, proteomic and other high-resolution or high-throughput, bioanalytical technologies
  - Genomic-based platforms covering qPCR, ddPCR and NGS: gene expression profiling and tumor and germline DNA deep sequencing; spatial transcriptomics and single-cell RNAseq; methylation and epigenomic profiling; liquid biopsy applications (cfDNA and cfRNA)
  - Novel radiomic imaging capabilities and alternate tracer platforms

Please reach out to BD-PDxBiomarkers@bms.com to connect with someone from our BD Translational Medicine team.

Research Technologies

Bristol Myers Squibb is committed to enhancing our discovery and development efforts through innovative technologies.

Areas of interest include, but are not limited to, the following:

- Access to new chemical matter, including macrocycle and fragment libraries
- Novel discovery platforms, including target discovery modalities and platforms focused on neuromuscular and neurodegenerative disease
- Shape emerging protein structure determination platforms
- Microfluidics based platforms that enable high throughput functional assays and sorting
- Super resolution imaging platforms (such as 3D bioprinter, intelligent image analysis tools, tissue imaging and real-time single cell sorting/purification based on machine learning)
- Technologies directed toward enhancing GI absorption of poorly absorbed compounds or enabling novel delivery methods (colonic, intraoral, subcutaneous, intra-tumoral)

Drug Platforms and Modalities

Biologics

Drug Delivery Technology

Small Molecules

> “Bristol Myers Squibb has been exceptional to work with, and we appreciate the scientific exchange and fruitful discussions.”
>
> **RECENT TRANSACTION PARTNER**

- Solid state stabilization of proteins to enable high-concentration parenteral delivery
- Controlled release technologies for drug delivery
- Drug delivery device technologies
- Machine learning capabilities applied to research and early development
- Label-free cellular target engagement platforms
- Single cell genomics and proteomic platforms
- Systems biology tools to evaluate pharmacologic/toxicologic responses
- Translationally relevant preclinical models
- Companion digital therapeutics that enhance delivery of care
- ADCs: novel targets, including post-translationally modified forms, with a strong link to cancer biology and reasonable pre-clinical data
- Peptide permeability enabling technologies
- Novel MOA payloads for ADC's including TOPO1 inhibitors
- Protein degradation technology and platforms
- Stable cell lines to improve protein titer and quality attributes
- Platforms and engineered cell lines focused on cell and gene therapy applications and delivery systems (viral and non-viral); BBB delivery; delivery using payloads

Please reach out to BD-RET@bms.com to connect with someone from our BD Research Technologies team.

Digital Innovation

Bristol Myers Squibb is committed to leveraging advances in digital innovation to better enable and accelerate the discovery, development, commercialization, and supply of our products.

Our capabilities of interest include, but are not limited to, the following:

- Machine-Learning/ AI approaches and computational biology technologies/platforms
- General bioinformatics and innovative & advanced data analytics
- Proprietary genomic, metabolomic, proteomic or other high density-information data sets and search tools, including real-world integrated molecular and clinical data repositories
- Digital optimization of clinical trials, including decentralized clinical trials, study design/ protocol optimization, trial virtualization
- Digital biomarkers and novel endpoints to support trials, predict and measure response and relapse
- Digital medicines and digital therapeutics
- Novel digitally-enabled healthcare models including home care and care coordination
- Digital patient/HCP engagement, early detection of diseases and medication compliance & adherence
- Digital innovations to improve manufacturing/supply chain scalability, connectivity, systems and data management, including cell therapy manufacturing

Please reach out to BD-DHI@bms.com to connect with someone from our BD Digital Innovation team.

Antibody Drug Conjugates

Millamolecules

Gene Therapy

RNA Oligonucleotides

Cell Therapy

Protein Homeostasis

> "Bristol Myers Squibb, by far, fosters the most professional, technically detailed, and scientifically rigorous partnering environment."
>
> **RECENT TRANSACTION PARTNER**

Below please find a list of contacts for each area of interest. To learn more about our team, please visit the website: **bms.com/partnering** or scan the QR code on the right.

Solid Tumors & Hematology
BD-OncHema@bms.com

Cell Therapy
BD-CT@bms.com

Neuroscience & Cardiovascular
BD-NeuroCV@bms.com

Translational Medicine
BD-PDxBiomarkers@bms.com

Immunology
BD-Immunology@bms.com

Research Enabling Technologies
BD-RET@bms.com

Equity & Venture Capital
BD-Investments@bms.com

Digital Health Initiatives
BD-DHI@bms.com

Bristol Myers Squibb™

Business Development

"Strategic business development is an important area of focus for BMS that allows us to complement our internal expertise, maximize new opportunities to identify leading science and continue to build a top-tier R&D engine focused on helping patients prevail over serious diseases."

– Christopher Boerner, Ph.D.
Chief Executive Officer