Transforming patients’ lives through science™

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

60% of development pipeline are externally sourced

300+ active alliances

Bristol Myers Squibb™

bms.com/partnering Business Development
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 including, but not limited to, antibody-drug conjugates, immune cell engagers, and protein degraders
- 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

### Therapeutic Areas of Focus

As of 4/25/2022

<table>
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<tr>
<th>Compound/Brand Name</th>
<th>Phase</th>
<th>Modality</th>
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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.

**Hematology**

Bristol Myers Squibb 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, MDS, AML, MPNs (e.g., myelofibrosis) and thalassemias

**Areas of interest include, but are not limited to, the following:**
- Protein homeostasis/degradation
- Epigenetics
- ADCs, 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

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### Compound/Brand Name

<table>
<thead>
<tr>
<th>Compound/Brand Name</th>
<th>Phase</th>
<th>Modality</th>
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</table>
**Immunology**

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

- 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 two marketed products and a robust pipeline of more than 20 programs across nearly 20 diseases, 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:**

- 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
- Improvement of peripheral vascular compliance
- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Novel mechanisms to target arrhythmias

**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 behind many game-changing targets 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 disease-modifying medicines that help patients living with arterial thrombosis, defined sets of heart failure and heritable cardiomyopathies in ways that were never possible before.

**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
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- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Novel mechanisms to target arrhythmias

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**Compound/Brand Name** | **Phase** | **Modality** | **External**
--- | --- | --- | ---
FXIa Inhibitor (BMS-986209) | 1 | Small Molecule | ❖
ROMK Inhibitor | 1 | Small Molecule | ❖
Cardiac myosin inhibitor | 1 | Small Molecule | ❖
danicamtiv | 2 | Small Molecule | ❖
FA-Relaxin | 2 | Biologic | ❖
mavlaxian, FXIa Inhibitor (BMS-986177) | 2 | Small Molecule | ❖
mavacamten, CAMZYOS® | M | Small Molecule | ❖
Apixaban, ELIQUIS® | M | Small Molecule | ❖
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**Compound/Brand Name** | **Phase** | **Modality** | **External**
--- | --- | --- | ---
afimetoran (TLR 7/8 Inhibitor) | 2 | Small Molecule | ❖
Anti-CD40 | 1 | Biologic | ❖
IL2-CD25 | 1 | Biologic | ❖
TYK2 Inhibitor | 1 | Small Molecule | ❖
branebrutinib | 2 | Small Molecule | ❖
MK2 Inhibitor | 2 | Small Molecule | ❖
S1PR1 Modulator | 2 | Small Molecule | ❖
iberdomide | 2 | Small Molecule | ❖
cendakimab | 3 | Biologic | ❖
deucravacitinib | 3 | Small Molecule | ❖
Ozanimod, ZEPOSIA® | M | Small Molecule | ❖
Abatacept, ORENCIA® | M | Biologic | ❖
Belatacept, NULOJIX® | M | Biologic | ❖
**Fibrotic Diseases**

Bristol Myers Squibb is committed to the development of transformational therapeutics to treat patients with advanced fibrotic diseases of the lung.

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

- 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
- Non-invasive biomarkers of disease activity and progression, patient stratification, prediction of efficacy and pharmacodynamic response

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**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
- Translational tools and technologies such as neuroimaging and fluid biomarkers to track neurodegenerative disease
- 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

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All tables updated as of December 2021

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

For more information please visit: bms.com/partnering

Bristol Myers Squibb™

Business Development
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:
  - Predictive biomarkers and diagnostic approaches
  - Pharmacodynamic assessment of dose and treatment response monitoring
  - 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, digital-ready IHC and fluorescence-based platforms
  - 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
  - Genomics research platforms covering NGS: gene expression profiling and single-cell RNAseq, tumor and germline DNA deep sequencing, methylation and epigenomic profiling, liquid biopsy (cfDNA and cfRNA)
  - Novel imaging capabilities: radiomics, radiographic and alternate tracer platforms

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.
Areas of interest include, but are not limited to, the following:
- Allogeneic cell platforms – donor/iPSC, NK cells
- 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

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 disease

Drug Platforms and Modalities

Biologics
Drug Delivery Technology
Small Molecules

“We are open to a wide range of partnership opportunities focused on innovative medicines and we are committed to being a leading biopharma partner.”

– Elizabeth Mily
Executive Vice President, Strategy and Business Development
Bristol Myers Squibb was the right partner who brought the optimal deal structure, considerable capabilities and a commitment of resources.

We had a number of attractive strategic options in front of us, however Bristol Myers Squibb and its focus on exploring our biology won the day.

Digital Health
Bristol Myers Squibb is committed to leveraging advances in digital health 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 pathology approaches and computational biology technologies/platforms
- Neoantigen modeling and other validated biomarker predictive algorithms
- General bioinformatics and innovative & advanced data analytics
- Proprietary genomic, metabolomic, proteomic or other high density-information databases 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
- Digital patient/HCP engagement, early detection of diseases and medication compliance & adherence
- Telehealth
- Digital innovations to improve manufacturing/supply chain scalability, connectivity, systems and data management
- Innovative digital medicines, wearables, remote monitoring/care, digital therapeutics

Our goal is to increasingly leverage digital innovations across all aspects of our business and: accelerate early asset discovery and clinical development; demonstrate and enhance value of our products; drive commercial execution; advance digital medicines and digital therapeutics; and enhance product supply.

RECENT TRANSACTION PARTNERS
Both internal and external innovation are critical components of our mission to bring transformational medicines to patients.”

– Giovanni Caforio, M.D.  
Chief Executive Officer