BRISTOL-MYERS SQUIBB

THERAPEUTIC AREAS OF FOCUS

ONCOLOGY
CARDIOVASCULAR
IMMUNOSCIENCE
FIBROTIC DISEASES

Bristol-Myers Squibb focuses on discovering and developing innovative medicines that address serious disease in areas of significant unmet medical need.

We concentrate our research and development efforts in our core therapeutic areas and are pursuing multiple drug platforms for these therapeutic areas.

WE FOCUS ON BUILDING KEY CAPABILITIES

Enhance Translational Medicine Capabilities
Invest in Cancer Biology
Invest in Data and Analytics

WE FIND EXTERNAL INNOVATION BY ENGAGING THE BROAD ECOSYSTEM OF...

Biotechs
Academic Institutions
Investment Banks
Venture Capital Firms
Industry Peers
Partnership Events

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

– Giovanni Caforio, M.D.
Chief Executive Officer

Business Development Contacts

Below please find a list of individuals to contact for your area of interest. To learn more about our team, please visit the website:

www.bms.com/partnering/submit/Pages/default.aspx

Oncology Opportunities
Fang Zhang
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Cardiovascular, Fibrosis and Immunoscience Opportunities
Myra Desouza Bernard
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Discovery Technology Opportunities
Michael Galvani
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PDx and Biomarker Opportunities
Matt Bunn
BD-PDxBiomarkers@bms.com

"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.”

RECENT TRANSACTION PARTNER

Bristol-Myers Squibb – a partner that is...

CREATIVE
TRANSPARENT
ACCESSIBLE
COLLABORATIVE
FAST AND EFFECTIVE
PATIENT FOCUSED

...and brings:

CUTTING-EDGE
SCIENCE
A PROVEN TRACK RECORD

"Bristol-Myers Squibb was the right partner who brought the optimal deal structure, considerable capabilities and a commitment of resources.”

RECENT TRANSACTION PARTNER

For more information please visit: www.bms.com/partnering
Our 2018 Therapeutic Areas of Focus

**ONCOLOGY**
- Our focus is on advanced respiratory malignancies, including: small cell lung cancer, non-small cell lung cancer, and bladder cancer.
- Our collaborative approach is focused on rapidly developing novel combinations that leverage a deeper understanding of tumor biology and translational approaches to deliver improved clinical outcomes.

**CARAVENUCULAR**
- Our focus is on therapies with transformative potential in inflammatory arthritis, where high unmet needs can be used to accelerate clinical development.
- Our focus is on therapies with transformative potential in idiopathic pulmonary fibrosis (IPF) and other immune-mediated diseases with high unmet needs that can be used to accelerate clinical development.

**FIBROUS DISEASES**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

**IMMUNOSCIENCE**
- Our focus is on therapies with transformative potential in chronic kidney disease.
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**DRUG PLATFORMS AND NOVEL TECHNOLOGIES**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

**DATA ANALYTICS CAPABILITIES**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

**TRANSLATIONAL MEDICINE**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

**TECHNOLOGY INTERESTS**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

**OTHER AREAS OF FOCUS**
- Our focus is on therapies with transformative potential in chronic kidney disease.
- Our focus is on therapies with transformative potential in chronic kidney disease.

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**Areas of interest include, but are not limited to, the following mechanisms:**
- Protection against adverse metabolic effects, including: obesity, hyperlipidemia, resolution of inflammation, cardiovascular disease, and type 2 diabetes.
- Advanced nonalcoholic steatohepatitis (NASH) (F3-F4 stage).
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**Areas of interest include, but are not limited to, the following mechanisms:**
- Identification of therapeutic targets for the treatment of liver and lung, chronic kidney disease, and other fibrotic diseases.
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**Areas of interest include, but are not limited to, the following mechanisms:**
- Prediction of efficacy and nonresponse through biomarkers of disease activity and progression, patient stratification, and pharmacodynamic responses.
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