

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
- Venture Capital Firms
- Academic Institutions
- Industry Peers
- Investment Banks
- Partnering Events

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
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Cardiovascular, Fibrosis and
Immunoscience Opportunities
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Discovery Technology Opportunities
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PDx and Biomarker Opportunities
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“Both internal and external innovation are critical components of our mission to bring transformational medicines to patients.”

– Giovanni Caforio, M.D.
Chief Executive Officer

“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
- FAST AND EFFECTIVE
- COLLABORATIVE
- 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

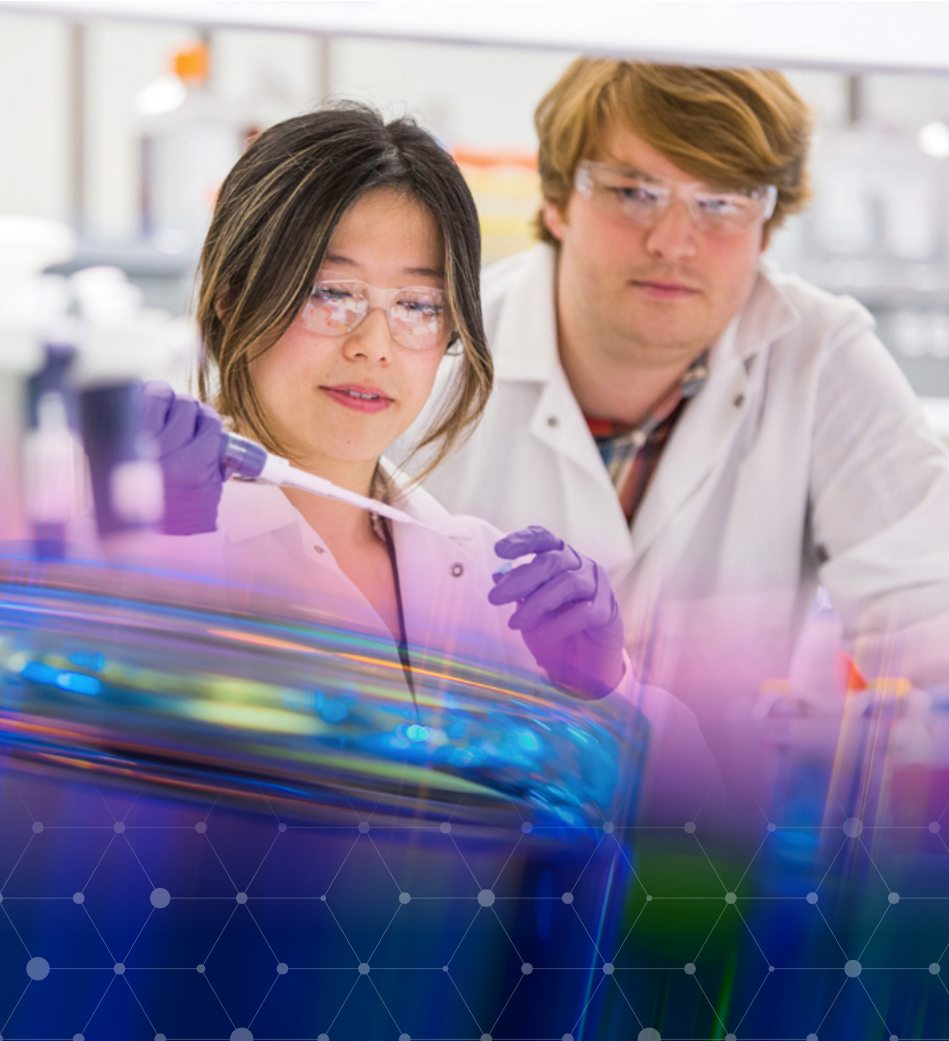


For more information please visit: www.bms.com/partnering



PARTNERING TO SPEED
TRANSFORMATIONAL
MEDICINES TO PATIENTS

COMBINING PASSION, SCIENCE
AND EXPERIENCE TO DELIVER
INNOVATION TOGETHER



Our 2018 Therapeutic Areas of Focus

ONCOLOGY

BMS is at the forefront of Oncology, an industry leader with an extensive portfolio of investigational compounds and approved medicines:

- Our focus is to advance cancer therapy to make a cure possible for all patients by leveraging a deeper understanding of tumor biology and translational approaches that will lead to *the right treatments for the right patients at the right time*
- We explore partnering opportunities in oncology and immuno-oncology that offer transformational potential
- We seek novel mechanisms that stand alone or work in combination with existing agents that deepen and/or extend the durability of response to checkpoint inhibitors, or trigger an antitumor immune response in tumors currently resistant to checkpoint blockade

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

- Novel adaptive and innate mechanisms impacting antitumor immuno-modulation
- Approaches that address primary or acquired resistance to cancer immunotherapy:
 - Including both soluble and cell-mediated mechanisms of immunosuppression
- Emerging biology and programs eliciting synergistic effects with I-O agents such as:
 - Dendritic cell priming/activation
 - Tumor metabolism
 - Select epigenetic mechanisms
 - Biomarker-directed tumor targets/pathways with clear patient selection strategy
 - Novel approaches to selectively deliver agents to tumors, synthetic lethality, next generation CAR-T cell constructs, microbiome
 - Translational, biomarker, and disease biology approaches that:
 - Enable patient identification and stratification
 - Identify prognostic markers of response and non-response, as well as those that predict toxicity

Not seeking:

- Opportunities in supportive care, cytotoxic ADC payloads/platforms (including therapeutics), probiotics

IMMUNOSCIENCE

BMS is an industry leader in Immunology with an extensive portfolio of investigational compounds and approved medicines:

- Our focus is on therapies with transformative potential in inflammatory arthritis, systemic lupus erythematosus (SLE)/lupus nephritis, inflammatory bowel disease (IBD), and other immune-mediated diseases with high unmet needs that can be used either alone or in combination with the standard of care

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

- Disease interception approaches that prevent the progression or onset of autoimmune diseases
- Cellular reprogramming approaches, including cellular metabolism and epigenetics
- Tissue targeting approaches that, alone or in combination with systemic immunomodulators, provide an improved therapeutic index and drive long-term remission
- Tolerance induction (drug free remission), including checkpoint agonists
- Platforms that enable targeting of well-validated targets that currently are undruggable
- Microbiome approaches to patient stratification and treatment of autoimmune disease
- Biomarkers of disease activity to inform patient stratification, to measure pharmacodynamic responses, and to predict efficacy

Not seeking:

- Opportunities in allergy, asthma, multiple sclerosis, type 1 diabetes, celiac disease

CARDIOVASCULAR

BMS is committed to continue its leadership and legacy in the development of transformational therapeutics for treating patients with cardiovascular disease:

- Our focus is both chronic and acute heart failure, with particular interest in patients with heart failure with preserved ejection fraction

(CARDIOVASCULAR CONTINUED)

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

- Protection against adverse remodeling of the heart, including: fibrosis, hypertrophy, resolution of inflammation, cardiomyocyte preservation, or regeneration
- Improvement of peripheral vascular compliance
- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Enhancement of cardiac function, including improvements in contraction or relaxation
- Drug targets not readily amenable to current approaches
- Novel technologies supporting clinical development of new heart failure therapies

Not seeking:

- Opportunities in LDL lowering, HDL raising, hypertension, antiarrhythmic agents, autologous cell therapy, new antithrombotic opportunities for CV

FIBROTIC DISEASES

BMS is committed to establish its leadership in the development of transformational therapeutics to treat patients with fibrotic diseases of the liver or lung. Areas of interest include, but are not limited to, the following:

- Advanced nonalcoholic steatohepatitis (NASH) (F3-F4 patient population), and idiopathic pulmonary fibrosis (IPF)
- Advanced liver fibrosis due to alcoholic steatohepatitis, chronic HBV, HCV following achievement of SVR, primary biliary cholangitis, primary sclerosing cholangitis
- Progressive pulmonary fibrotic diseases and scleroderma
- Therapeutic agents which promote healing and reverse fibrosis
- Mechanisms which promote repair through inhibition of inflammatory response, protection of epithelium and endothelium, and inhibition of fibroblasts activation
- Non-invasive biomarkers of disease activity and progression, patient stratification, prediction of efficacy, and pharmacodynamic response

Not seeking:

- Opportunities in wound healing, uterine fibroids, diabetic nephropathy, chronic kidney disease

Other Areas of Focus

CLINICAL COLLABORATIONS

- BMS is committed to explore with external partners collaborations involving our marketed agents and agents in clinical development across all therapeutic areas of strategic interest – which include cancer, cardiovascular disease, immunoscience, NASH, and IPF
- Our collaborative approach is focused on rapidly developing novel combinations that have the potential to deliver durable, meaningful clinical benefit to patients in need

TRANSLATIONAL MEDICINE and DATA ANALYTICS CAPABILITIES

BMS is committed to translational medicine approaches to ensure our patients get the maximum benefit of our drugs across oncology, cardiovascular, fibrosis, and immunology therapeutic areas.

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

- Genomics research platforms covering NGS: single cell RNAseq through tumor & germline deep sequencing, methylation determination, liquid biopsy (cfDNA and cfRNA)
- Bioanalytical platforms: multicolored and exploratory flow cytometry assays, metabolomics, proteomics and other biomarker-appropriate high resolution, bioanalytical (novel ligand binding, HRMS) or biomarker technologies, novel IHC, multiplexed digital-ready IHC and fluorescence-based platforms
- Bioinformatics, machine-learning/AI pathology approaches, computational biology technologies/platforms/unique approaches, dosage/PD modeling and simulation technologies, general bioinformatics and internal/external database semantic-integration technologies, neoantigen modeling and other validated biomarker predictive algorithms
- Proprietary genomics, metabolomics, or proteomic or other high density-information databases and search tools

Bristol-Myers Squibb Development Portfolio By Disease Area

ONCOLOGY	
1 Anti-ICOS	1 EP4 Antagonist
1 CCR2/5 Dual Antagonist	2 IDO Inhibitor
1 Anti-CTLA-4 NF	2 Relatlimab
1 Anti-TIGIT	2 Lirilumab
1 Anti-CD73	2 Urelumab
1 Anti-OX40	2 NKTR-214 (PEG-IL2)
1 HuMax-IL8	3 PROSTVAC
1 Cabiralizumab	M EMPLICITI
1 Anti-GITR	M OPDIVO
1 BET Inhibitor	M YERVOY
1 CD80/αCD3	M SPRYCEL
1 Anti-CTLA-4 Probody	

IMMUNOSCIENCE	
1 S1P1	2 TYK2 Inhibitor (1)
1 BTK Max	2 BTK Inhibitor
1 Nivolumab (sepsis)	M NULOJIX
1 TYK2 Inhibitor (2)	M ORENCIA
1 RORγT	

CARDIOVASCULAR	
1 APJ Agonist	2 Nitroxyl Donor
1 FPR-2 Agonist	M ELIQUIS
2 Factor XIa Inhibitor	

FIBROTIC DISEASES	
1 LPA1 Antagonist	2 Pentraxin-2
2 HSP47	2 PEG-FGF21

1 - Phase 1 2 - Phase 2 3 - Phase 3 M - Marketed ■ - Active Partnership ■ - External Innovation

Global product names appearing in italics represent the BMS-owned registered U.S. trademark for that product; however, PROSTVAC is a trademark of BN ImmunoTherapeutics Inc.



“From our deep scientific expertise, engaged senior leaders and transparent approach, we bring a differentiated approach to leverage the best of Bristol-Myers Squibb in every opportunity and partnership.”

– Paul Biondi
Senior Vice President &
Head of Business Development

DRUG PLATFORMS AND NOVEL TECHNOLOGIES

Biologics

Drug Delivery Technology

Small Molecules

Antibody Drug Conjugates

Millamolecules

Gene Therapy

RNA Oligonucleotides

TECHNOLOGY INTERESTS

BMS is committed to enhance our discovery and development efforts through innovative technologies.

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

- Access to new chemical / biologics matter, including macrocycle and fragment libraries
- Novel antibody drug conjugate (ADC) technology
- Subcutaneous controlled release
- Oral delivery of millamolecules and macrocyclic peptides
- ADME/Toxicology: Modeling and prediction technology
- Membrane embedded protein stabilization, expression & purification platform
- Improved methods for single cell capture, and genomic characterization
- Ex-vivo tissue culture and organ systems