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
Fang Zhang
BD-OncSnE@bms.com

Cardiovascular, Fibrosis and Immunosciences Opportunities
Myra.Bertrand@bms.com

Discovery Technology Opportunities
Michael.Gallant@bms.com

PDx and Biomarker Opportunities
Matt.Burn@bms.com

“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
ACCESSIBLE
TRANSPARENT
COLLABORATIVE
FAST AND EFFECTIVE
PATIENT FOCUSED

...and brings:

A PROVEN TRACK RECORD

“We 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

Bristol-Myers Squibb
Our 2018 Therapeutic Areas of Focus

ONCOLOGY

- Our focus is both chronic and acute heart failure, with particular interest in patients of transformational therapeutics for treating patients with cardiovascular disease:

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

- Not seeking:
  - Approaches that address primary or acquired resistance to cancer immunotherapy:
    - Novel approaches to selectively deliver agents to tumors, synthetic lethality, next generation GAT1 and constructs, monoclonal
    - Strategies to target and inhibit cancer stem cells and their microenvironment approaches that:
      - Identify prognostic markers of response and non-response, as well as those that predict toxicity

- Other Areas of Focus
  - Opportunities in cardiovascular disease.

FIBROTIC DISEASES

- Areas of interest include, but are not limited to, the following:
  - Approaches that target dysregulated pathways.
  - Novel approaches to selectively deliver agents to tumors, synthetic lethality, next generation GAT1 and constructs, monoclonal
  - Strategies to target and inhibit cancer stem cells and their microenvironment approaches that:
    - Identify prognostic markers of response and non-response, as well as those that predict toxicity

- Not seeking:
  - Approaches that address primary or acquired resistance to cancer immunotherapy:
    - Novel approaches to selectively deliver agents to tumors, synthetic lethality, next generation GAT1 and constructs, monoclonal
  - Strategies to target and inhibit cancer stem cells and their microenvironment approaches that:
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CLINICAL COLLABORATIONS

- Our collaborative approach is focused on rapidly developing novel combinations that will lead to

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

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