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
- PARTNERING EVENTS

BUSINESS DEVELOPMENT CONTACTS
Below please find a list of individuals to contact for each area of interest.
To learn more about our team, please visit the website: bms.com/partnering

ONCOLOGY OPPORTUNITIES
Fang Zhang
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CARDBIOVASCULAR, FIBROSIS AND IMMUNOSCIENCE OPPORTUNITIES
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DISCOVERY TECHNOLOGY OPPORTUNITIES
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OUT-LICENSING OPPORTUNITIES
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EXTENSION HEALTH INITIATIVE OPPORTUNITIES
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PARTNERING TO SPEED TRANSFORMATIONAL MEDICINES TO PATIENTS
COMBINING PASSION, SCIENCE AND EXPERIENCE TO DELIVER INNOVATION TOGETHER

FROM OUR DEEP SCIENTIFIC EXPERTISE, ENGAGED SENIOR LEADERS AND TRANSPARENT APPROACH, WE BRING THE BEST OF BRISTOL-MYERS SQUIBB TO EVERY OPPORTUNITY AND PARTNERSHIP.

– Paul Biondi
Senior Vice President, Strategy and Business Development

FOR MORE INFORMATION PLEASE VISIT:
Www.bms.com/partnering
IMMUNOSCIENCE
BMS has a deep and long-standing commitment to immunemediated diseases that began over 20 years ago, and we continue to pioneer novel approaches to optimize the body’s immune response.

CLINICAL COLLABORATIONS
BMS is committed to expanding our partnership with external partners. Our clinical collaboration is focused on rapidly developing novel combinations that have the potential to deliver durable, clinically meaningful outcomes to patients.

OTHER AREAS OF FOCUS
Areas of interest include, but are not limited to, the following:

• Opportunities in autoimmunity, allergy, asthma, chronic obstructive pulmonary disease, and other chronic respiratory diseases

ONCOLOGY
BMS is dedicated to expanding our portfolio of checkpoint inhibitors, with the goal to achieve transformative outcomes in cancer patients.

CARDIOVASCULAR
BMS is focused on accelerating the development of novel cardiovascular therapies.

FIBROTIC DISEASES
BMS is dedicated to developing novel treatments for fibrotic diseases.

DRUG PLATFORMS AND NOVEL TECHNOLOGIES
BMS is committed to expanding our portfolio of drug platforms and novel technologies.

TRANSLATIONAL MEDICINE AND DATA ANALYTICS CAPABILITIES
BMS is committed to advancing translational medicine approaches to ensure our patients get the maximal benefit of our drugs across oncology, cardiovascular, fibrotic diseases and immunomodulatory areas.

TRANSLATION OF INNOVATION INTO CARE
BMS is committed to developing transformative therapies that are safe and effective.

OUT-LICENSING
BMS R&D and strategy of focus have changed over the last several years, leading to several key changes.

TECHNOLOGY INTERESTS
BMS is committed to advancing our discovery and development efforts through innovation and technology.

THERAPEUTIC AREAS OF FOCUS
Areas of interest include, but are not limited to, the following:

• Opportunities in autoimmunity, allergy, asthma, chronic obstructive pulmonary disease, and other chronic respiratory diseases

• Opportunities in small molecule, biologic, oncolytic virus, gene therapy and immunotherapy

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