PARTNERING TO SPEED TRANSFORMATIONAL MEDICINES TO PATIENTS

COMBINING PASSION, SCIENCE AND EXPERIENCE TO DELIVER INNOVATION TOGETHER

“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

“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 & Head of Business Development

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

RECENT TRANSACTION PARTNER

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

CREATIVE
ACCESSIBLE
COLLABORATIVE
TRANSPARENT
FAST AND EFFECTIVE
PATIENT FOCUSED

...and brings:

CUTTING-EDGE SCIENCE
A PROVEN TRACK RECORD

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

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
fang.zhang@bms.com

Cardiovascular, Fibrosis and Immunoscience Opportunities
Myra Beaudoin Bertrand
myra.bertrand@bms.com

Discovery Technology Opportunities
Michael Cucolo
michael.cucolo@bms.com

PDX and Biomarker Opportunities
Matt Bunn
matt.bunn@bms.com

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Bristol-Myers Squibb Development Portfolio By Disease Area

**ONCOLOGY**

- Assets 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
- Cellular reprogramming approaches including cellular metabolism and epigenetics
- Tissue targeting approaches that alone or in combination with systemic immune-modulators increase benefit-risk and drive long term remission
- Biomarkers of disease activity to enable patient stratification and pharmacodynamic response

**FIBROSIS**

- Priority disease areas are advanced nonalcoholic steatohepatitis (NASH) specifically in the F3-F4 patient population as well as idiopathic pulmonary fibrosis (IPF)
- Life cycle management: all-cause cirrhosis, alcoholic steatohepatitis, primary biliary cirrhosis (liver); systemic sclerosis (lung)
- Non-invasive biomarkers of disease activity, patient stratification and pharmacodynamic response

**IMMUNOSCIENCE**

- Therapeutic agents which promote \( \text{CD}137 \) expression platform
- Antibody drug conjugates

**CARDBIOVASCULAR**

- Mechanisms that enhance cardiac function: e.g. Improvements in contraction/relaxation
- Mechanisms that slow, stop or reverse adverse remodeling of the heart in the context of heart failure: e.g. EDV/ESV/EF/or hyper trophy/fibrosis preservation or regeneration
- Mechanisms that reduce peripheral vascular resistance in heart failure patients
- Mechanisms that improve renal function/renal perfusion in heart failure patients

**CLINICAL COLLABORATIONS**

- Bristol-Myers Squibb is exploring collaborations of our marketed agents and agents in clinical development with external partners across all diseases of strategic interest — which include cancer immunoscience, NASH and SLE
- Our collaborative approach is focused on rapidly developing novel combinations that have the potential to transform the treatment landscape to deliver durable meaningful clinical benefit to patients in need

**TRANSLATIONAL MEDICINE and DATA ANALYTICS CAPABILITIES**

- Established platforms across next generation areas of assay development, upcoming capabilities in multiplexing; flexible approach adapted to intended use and sample requirements
- Bioinformatics and Big Data capabilities including data integration

**DRUG PLATFORMS and NOVEL TECHNOLOGIES**

- Access to new chemical 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
- High throughput, label free screening and protein expression platform
- Emerging structure determination platform
- Improved methods for single cell capture, and genomic characterization
- Ex-vivo tissue culture and organ systems

**BIOLOGICS**

- Drug Delivery Technology
- Gene Therapy
- Small Molecules
- RNA Oligonucleotides
- Antibody Drug Conjugates

**TECHNOLOGY INTERESTS**

- "Both internal and external innovation are critical components of our mission to bring transformational medicines to patients."
- Giovanni Caforio, M.D.
- Chief Executive Officer

“2017 Our Areas of Focus”

**IMMUNOSCIENCE**

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