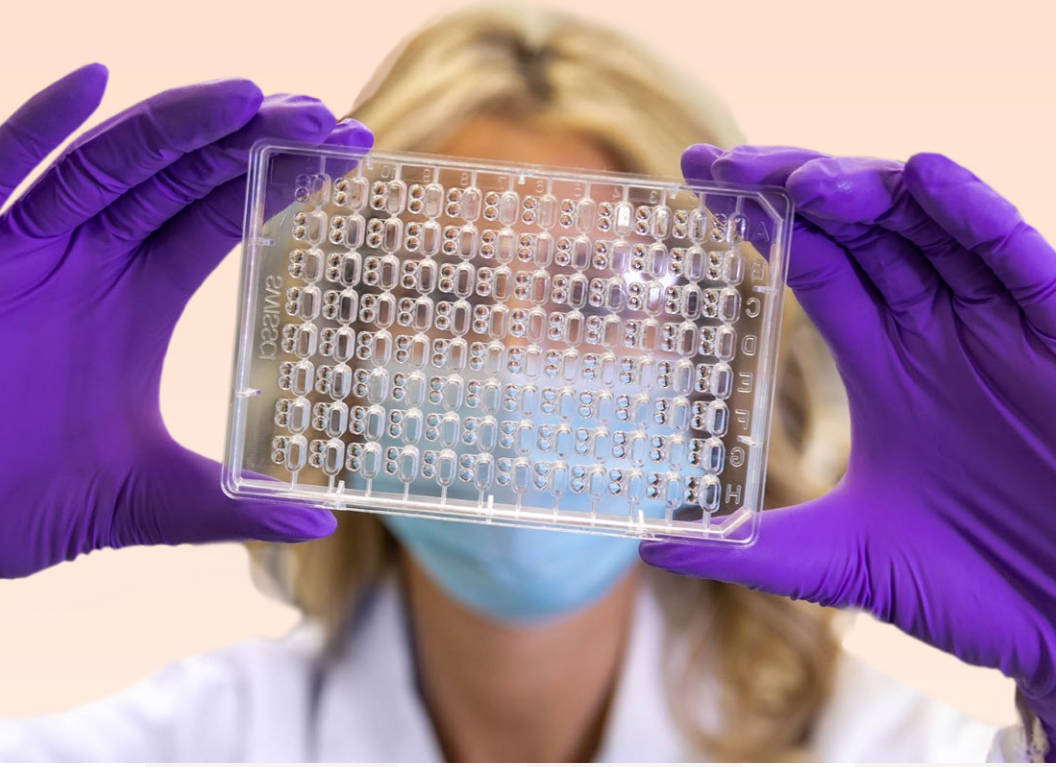
Transforming patients' lives through science™



12/20
of our leading transformational medicines are derived from collaborations

60%
of development pipeline are externally sourced

300+
active alliances

Bristol Myers Squibb™

bms.com/partnering **Business Development**

Bristol Myers Squibb™

Therapeutic Areas of Focus

Solid Tumors

Bristol Myers Squibb has pioneered breakthrough medicines that have changed survival expectations for patients with cancer, from the early breakthroughs such as taxane-based chemotherapy to transforming the treatment landscape by harnessing the body's immune system to fight cancer. We have an extensive portfolio of investigational compounds and approved medicines.

- We leverage our foundational expertise in tumor biology and application of translational approaches to benefit patients across all stages of disease
- We are pursuing novel therapies that focus on disease biology of cancers with high unmet need
- We seek opportunities in patient populations not currently addressable by checkpoint blockade
- We will expand into oncogenic pathways for both tumor intrinsic and extrinsic factors, including the immune system

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

- New modalities including, but not limited to, antibody-drug conjugates, immune cell engagers, and protein degraders
- Tumor intrinsic biology with clear patient selection strategy
- Historically intractable targets to develop disruptive therapeutic technologies
- Novel innate and adaptive immune mechanisms
- Novel therapies that transform response rates and durability for patients
- Therapies that address tumor intrinsic vulnerabilities and primary or acquired mechanisms of resistance to standard of care

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
AHR Antagonist (Ikena)	1	Small Molecule	■
Anti-CCR8	1	Biologic	
Anti-CTLA-4 NF Probody	1	Biologic	■
Anti-IL8	1	Biologic	■
Anti-NKG2A	1	Biologic	
Anti-SIRPα*	1	Biologic	■
AR-LDD	1	Small Molecule	■
CD3xPSCA Bispecific (Avencell)	1	Biologic	■
IL-12 Fc	1	Biologic	■
Anti-ILT4	1	Biologic	
STING Agonist	1	Small Molecule	■
TGFβ Inhibitor	1	Biologic	■
TIGIT Bispecific (Agenus)	1	Biologic	■
Anti-CTLA-4 NF	2	Biologic	
Anti-CTLA-4 Probody	2	Biologic	■
Anti-Fucosyl GM1	2	Biologic	
BET Inhibitor (CC-90010)*	2	Small Molecule	■
farletuzumab ecteribulin	1	Biologic	■
LSD1 Inhibitor	1	Small Molecule	■
subcutaneous nivolumab + rHuPH20	3	Biologic	■
Nivolumab, OPDIVO®	M	Biologic	■
Ipilimumab, YERVOY®	M	Biologic	■
Paclitaxel, ABRAXANE®	M	Small Molecule	■
Nivolumab and relatlimab-rmbw, OPDUALAG™	M	Biologic	■

The goal of Bristol Myers Squibb's cancer research across an extensive portfolio of investigational compounds and approved medicines is to deliver medicines that offer each patient a better, healthier life and to make cure a possibility. Building on a legacy of innovation that has changed survival expectations across a broad range of cancers, our researchers are exploring new frontiers in personalized medicine, and through digital platforms, are turning data into insights that sharpen our focus.

Hematology

Bristol Myers Squibb is committed to sustaining its strong leadership and legacy in the development of transformational therapeutics for treating patients with malignant and benign hematological conditions.

- Our focus is on Multiple Myeloma, Lymphoma and CLL, MDS, AML, MPNs (e.g., myelofibrosis) and thalassemias

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

- Protein homeostasis/degradation
- Epigenetics
- ADCs, immune cell engagers, and other novel antibody constructs
- Targeting molecularly defined patient segments
- Next generation therapies with differentiated safety and efficacy profiles
- Novel therapeutic targets/pathways and combinations
- Targeting pathways of resistance

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
A/I CELMoD (CC-99282)	1	Small Molecule	
BCMA ADC	1	Biologic	■
BCMA NKE	1	Biologic	■
alnuctamab BCMA TCE	1	Biologic	■
BET Inhibitor* (CC-90010)	2	Small Molecule	■
CD33 NKE	1	Biologic	■
CD47xCD20	1	Biologic	■
CK1α CELMoD	1	Small Molecule	
GPRC5D CAR T	1	Cell Therapy	■
GSPT1 CELMoD (CC-90009)	1	Small Molecule	
ROR1 CAR T	1	Cell Therapy	
A/I CELMoD (CC-92480)	2	Small Molecule	
BET Inhibitor (BMS-986158)	2	Small Molecule	
iberdomide	2	Small Molecule	
Ide-cel+, ABECMA	M	Cell Therapy	■
Liso-cel, BREYANZI®	M	Cell Therapy	■
Enasidenib, IDHIFA®	M	Small Molecule	■
Fedratinib, INREBIC®	M	small Molecule	■
Romidepsin, ISTODAX®	M	Small Molecule	■
Azacitidine tablets, ONUREG®	M	Small Molecule	■
Pomalidomide, POMALYST®*	M	Small Molecule	
Luspatercept-aamt, REBLOZYL®	M	Biologic	■
Dasatinib, SPRYCEL®	M	Small Molecule	
Lenalidomide, REVLIMID®	M	Small Molecule	
Elotuzumab, EMPLICITI®	M	Biologic	■
Azacitidine, VIDAZA®	M	Small Molecule	

Cardiovascular

For more than 60 years, Bristol Myers Squibb has been a trailblazer in the fight against cardiovascular disease. As a leader in cardiovascular research, we have pioneered the science behind many game-changing targets and over the years have translated this science into life-saving medicines that have treated millions of people around the world. Our focus is on disease-modifying medicines that help patients living with arterial thrombosis, defined sets of heart failure and heritable cardiomyopathies in ways that were never possible before.

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

- Protection against or regression of adverse remodeling of the heart (e.g., fibrosis, hypertrophy, resolution of inflammation, cardiomyocyte preservation or regeneration)
- Novel targets and/or cardiac specific delivery modalities addressing specific cardiomyopathies (e.g., genetically defined targets)
- Modulators of cardiac sarcomere function, activation and inhibition
- Cardiac myocyte proteotoxicity caused by protein mutations or misfolding, sarcomere homeostasis
- Improvement of peripheral vascular compliance
- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Novel mechanisms to target arrhythmias

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
FXIa Inhibitor (BMS-986209)	1	Small Molecule	■
ROMK Inhibitor	1	Small Molecule	
Cardiac myosin inhibitor	1	Small Molecule	■
danicamtiv	2	Small Molecule	■
FA-Relaxin	2	Biologic	■
milvexian, FXIa Inhibitor (BMS-986177)	2	Small Molecule	■
mavacamten, CAMZYOS®	M	Small Molecule	■
Apixaban, ELIQUIS®	M	Small Molecule	■

Immunology

Bristol Myers Squibb is pursuing pathbreaking science in Immunology to deliver meaningful solutions that address unmet needs in rheumatology, gastroenterology, dermatology and neurology.

- Over two decades ago, our researchers pioneered the science of modulating the body's immune response to treat disease.
- Today, Bristol Myers Squibb's Immunology franchise encompasses two marketed products and a robust pipeline of more than 20 programs across nearly 20 diseases, including rheumatoid arthritis, systemic lupus erythematosus (SLE), inflammatory bowel disease (IBD), atopic dermatitis, psoriasis, multiple sclerosis and other immune-mediated diseases with high unmet needs.
- Bristol Myers Squibb has an industry-leading pipeline, including discovery and clinical stage first-in-class agents spanning multiple pathways, mechanisms and approaches which are being developed internally and through partnerships and collaborations

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

- Agents that target selective immune suppression, eliminate pathogenic immune memory cells and/or promote immune homeostasis, including those that act on both immune and non-immune cell types (e.g., epithelial and stromal cells)
- Novel therapeutic modalities that selectively leverage tissue restricted or genetically validated targets
- Biomarkers of disease activity to inform patient stratification, measure pharmacodynamic responses and predict efficacy, with a particular interest in such biomarker-enabled programs

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
afimetoran (TLR 7/8 Inhibitor)	2	Small Molecule	
Anti-CD40	1	Biologic	
IL2-CD25	1	Biologic	■
TYK2 Inhibitor	1	Small Molecule	
branebrutinib	2	Small Molecule	
MK2 Inhibitor	2	Small Molecule	■
S1PR1 Modulator	2	Small Molecule	
iberdomide	2	Small Molecule	
cendakimab	3	Biologic	■
deucravacitinib	3	Small Molecule	
Ozanimod, ZEPOSIA®	M	Small Molecule	■
Abatacept, ORENCIA®	M	Biologic	■
Belatacept, NULOJIX®	M	Biologic	

Neuroscience

Bristol Myers Squibb is committed to the development of transformational therapeutics for patients with neurodegenerative and neuromuscular diseases.

- We have built a network of external partnerships across multiple treatment platforms (small molecules, biologics and nucleic acid targeting) that leverage our leadership in protein homeostasis, immunology and inflammation to attack neurological and neuromuscular diseases

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

- Disease-modifying therapies for neurodegenerative, neuroimmune, neuro-inflammatory and neuromuscular diseases (e.g., Alzheimer's, Parkinson's, and Lou Gehrig's diseases, progressive forms of Multiple Sclerosis, repeat expansion diseases, muscular dystrophies)
- Targets that modulate protein homeostasis, protein clearance, immune system biology, inflammation and reduce or eliminate toxic protein production
- Emerging technologies (RNA, DNA targeting, gene regulation, editing and replacement, vector optimization) that when matched to underlying disease genetics, can deliver a precision medicine portfolio with a high probability of success to address unmet medical needs
- Targets in sporadic and orphan/rare neurological and neuromuscular diseases
- Translational tools and technologies such as neuroimaging and fluid biomarkers to track neurodegenerative disease
- Novel biomarkers (Tissue-, imaging-, sensor-based) for detection, staging and monitoring progression of early disease
- Novel methodologies for establishing clinical meaningfulness as early as possible in disease
- Novel blood brain-barrier delivery technologies

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
Anti-Tau (Prothena)	1	Biologic	■
BTK Inhibitor	1	Small Molecule	
eIF2b Activator (Evotec)	1	Small Molecule	■
FAAH/MGLL Dual Inhibitor	1	Small Molecule	■
Ozanimod, ZEPOSIA®	M	Small Molecule	■

Fibrotic Diseases

Bristol Myers Squibb is committed to the development of transformational therapeutics to treat patients with advanced fibrotic diseases of the lung.
Areas of interest include, but are not limited to, the following:

- Progressive pulmonary fibrotic diseases including Idiopathic Pulmonary Fibrosis and non-IPF Interstitial Lung Diseases such as scleroderma
- Mechanisms which promote repair and reversal of fibrosis through inhibition of inflammatory responses, protection of epithelium and normalization of fibroblast activation
- Non-invasive biomarkers of disease activity and progression, patient stratification, prediction of efficacy and pharmacodynamic response

As of 4/25/2022

Compound/Brand Name	Phase	Modality	External
NME	1	Small Molecule	
HSP47	2	Small Molecule	■
LPA1 Antagonist (BMS-986278)	2	Small Molecule	

All tables updated as of December 2021

1 - Phase 1 **2** - Phase 2 **3** - Phase 3 **M** - Marketed Product Development
■ - Compound benefiting from external innovation
* In development for solid tumors and hematology

Bristol Myers Squibb™

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

Business Development

Cross-Therapeutic Areas of Focus

Translational Medicine

Bristol Myers Squibb is committed to translational medicine approaches to help our patients get the maximum benefit of our drugs. We routinely collaborate with partners to move novel biomarker innovations into clinical practice.

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

- Innovative biomarker applications to inform target identification, disease characterization and treatment optimization:
  - Predictive biomarkers and diagnostic approaches
  - Pharmacodynamic assessment of dose and treatment response monitoring
  - Biomarkers of emerging or novel clinical endpoints (e.g., minimal residual disease)
  - Technologies and systems to elucidate disease biology (including the tumor microenvironment) and mechanisms of resistance
- Biomarker and bioanalytical technologies and platforms:
  - Novel histopathology approaches; multiplexed, digital-ready IHC and fluorescence-based platforms
  - Multicolored flow cytometry assays (exploratory and diagnostic grade), for both peripheral and tumoral assessment
  - Metabolomic, proteomic and other high-resolution or high-throughput, bioanalytical technologies
  - Genomics research platforms covering NGS: gene expression profiling and single-cell RNAseq, tumor and germline DNA deep sequencing, methylation and epigenomic profiling, liquid biopsy (cfDNA and cfRNA)
  - Novel imaging capabilities: radiomics, radiographic and alternate tracer platforms

Cell Therapy

Bristol Myers Squibb is committed to building a leadership position in cell therapy by leveraging unparalleled disease expertise, CMC capabilities, manufacturing scale and portfolio of first/best-in-class assets.

- Our focus is to broaden the impact of cell therapy in oncology across hematologic malignancies and solid tumors by researching potential next-generation approaches that focus on new targets and utilize new technologies.

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

- Allogeneic cell platforms – donor/iPSC, NK cells
- Gamma delta T cells
- Additional cell types – e.g., macrophages, NKT cells
- Novel tumor targets and binders – CAR and TCR
- Next-generation engineering (e.g., CAR logic gates, gene editing, TME modulation)
- Non-viral delivery for modifying cell gene expression
- Enabling manufacturing platforms and technologies
- Combinations with other therapies to increase efficacy

Research Technologies

Bristol Myers Squibb is committed to enhancing our discovery and development efforts through innovative technologies.

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

- Access to new chemical matter, including macrocycle and fragment libraries
- Novel discovery platforms, including target discovery modalities and platforms focused on neuromuscular disease

Drug Platforms and Modalities

Biologics

Drug Delivery Technology

Small Molecules

"We are open to a wide range of partnership opportunities focused on innovative medicines and we are committed to being a leading biopharma partner."

– Elizabeth Mily
Executive Vice President,
Strategy and Business Development

- Emerging protein structure determination platforms
- Microfluidics based platforms that enable high throughput functional assays and sorting
- Super resolution imaging platforms (such as 3D bioprinter, intelligent image analysis tools, tissue imaging and real-time single cell sorting/ purification based on machine learning)
- Technologies directed toward enhancing GI absorption of poorly absorbed compounds or enabling novel delivery methods (colonic, intraoral, subcutaneous, intra-tumoral)
- Solid state stabilization of proteins to enable high-concentration parenteral delivery
- Controlled release technologies for drug delivery
- Drug delivery device technologies
- Machine learning capabilities applied to research and early development
- Label-free cellular target engagement platforms
- Single cell genomics and proteomic platforms
- Systems biology tools to evaluate pharmacologic/toxicologic responses
- Translationally relevant preclinical models
- Companion digital therapeutics that enhance delivery of care
- ADCs: novel targets, including post-translationally modified forms, with a strong link to cancer biology and reasonable pre-clinical data
- Novel MOA payloads including TOPO1 inhibitors
- Technologies that can enhance internalization and trafficking to lysosomes
- Platforms focused on gene therapy and delivery systems (non-viral preferably); BBB delivery; delivery using payloads

Digital Health

Bristol Myers Squibb is committed to leveraging advances in digital health to better enable and accelerate the discovery, development, commercialization, and supply of our products. Our capabilities of interest include, but are not limited to, the following:

- Machine-Learning/ AI pathology approaches and computational biology technologies/ platforms
- Neoantigen modeling and other validated biomarker predictive algorithms
- General bioinformatics and innovative & advanced data analytics
- Proprietary genomic, metabolomic, proteomic or other high density-information databases and search tools, including real-world integrated molecular and clinical data repositories
- Digital optimization of clinical trials, including decentralized clinical trials, study design/ protocol optimization
- Digital patient/HCP engagement, early detection of diseases and medication compliance & adherence
- Telehealth
- Digital innovations to improve manufacturing/ supply chain scalability, connectivity, systems and data management
- Innovative digital medicines, wearables, remote monitoring/care, digital therapeutics

Our goal is to increasingly leverage digital innovations across all aspects of our business and: accelerate early asset discovery and clinical development; demonstrate and enhance value of our products; drive commercial execution; advance digital medicines and digital therapeutics; and enhance product supply.

Antibody Drug Conjugates

Millamolecules

Gene Therapy

RNA Oligonucleotides

Cell Therapy

Protein Homeostasis

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

> “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 PARTNERS

Business Development Contacts

Below please find a list of contacts for each area of interest.
To learn more about our team, please visit the website:
bms.com/partnering

Solid Tumors & Hematology
BD-OncHema@bms.com
Enoch Yue

Neuroscience & Cardiovascular
BD-NeuroCV@bms.com
Claudia Generaux

Fibrosis & Immunology
BD-FibImm@bms.com
Eva Chmielnicki

Cell Therapy
BD-CT@bms.com
Arun Pores Fernando

Translational Medicine
BD-PDxBiomarkers@bms.com
John Beeler

Research Enabling Technologies
BD-RET@bms.com
John Vandegrift

Digital Health Initiatives
BD-DHI@bms.com
Weiwei Liang

Bristol Myers Squibb™

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

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

– Giovanni Caforio, M.D.
Chief Executive Officer