Forward-Looking Information

This presentation contains statements about the Company’s future plans and prospects that constitute forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those indicated as a result of various important factors, including those discussed in the company’s most recent annual report on Form 10-K and reports on Form 10-Q and Form 8-K. These documents are available from the SEC, the Bristol-Myers Squibb website or from Bristol-Myers Squibb Investor Relations.

In addition, any forward-looking statements represent our estimates only as of the date hereof and should not be relied upon as of any subsequent date. While we may elect to update forward-looking statements at some point in the future, we specifically disclaim any obligation to do so, even if our estimates change.

This presentation also contains certain non-GAAP financial measures, adjusted to exclude certain costs, expenses, gains and losses and other specified items or foreign exchange effects. Reconciliations of these non-GAAP financial measures to the most comparable GAAP measures are available on the company’s website at www.bms.com.
Our Strategic Foundation

Best of BIOTECH

Best of PHARMA

Diversified Specialty BioPharma

INNOVATE • INTEGRATE • IMPROVE

People helping patients in their fight against serious disease
BMS: Poised for Growth

- Significant growth opportunity driven by I-O and Eliquis
- Strategic investments behind growth brands
- Advancing a diverse and innovative pipeline
- Balanced approach to capital allocation
- Focused business development
Strong Q3 Market Performance

- **Eliquis (apixaban)** $466M
- **Orencia (abatacept)** $484M ↑ 16%
- **Daklinza (daclatasvir) 60 mg tablets** $402M
- **Sprycel dasatinib 100 mg tablets** $411M ↑ 16%
- **Sunvepra (asunaprevir) 100 mg capsules**
- **Opdivo (nivolumab)** $305M
- **Yervoy (ipilimumab)** $240M ↓ 25%

Percentages reflect Q3 15 vs. Q3 14 and exclude impact of foreign exchange. Eliquis, Hep-C, and Opdivo growth rates exceed 100%.
Q3 YTD Sales of $1.1B

- Focused on challenging-to-treat patient populations
- Capitalizing on opportunity within each market
  - Japan: strong sales in Genotype 1
  - US/EU: Daklinza in Genotype 3; supplemental filings underway
- Evolving competitive landscape

Sunvepra not approved in the U.S. or EU.
On track to become the leading NOAC

Note: Eliquis and Xarelto (all form strengths) are factored for AF and VTE-Tx indications. Pradaxa and Savaysa are unfactored and include volume across all approved indications. Source: IMS SDI VECTOR. NBRx (New to Brand Rx) = Naïve + Switch to Rx.
Realizing the Transformational Potential of I-O

- Four Phase 3 studies stopped early
- Global approvals in melanoma and lung
- Investing behind global launches
- Strong early launch trends and commercial execution
- Preparing for potential additional indications
Lung Cancer

• Only PD-1 inhibitor that has demonstrated superior overall survival in 2nd line NSCLC in clinical trials regardless of PD-L1 status

• Broad U.S. label with no requirement for PD-L1 testing

• Rapid adoption in both squamous and non-squamous

• Strong access position in U.S.; negotiations in EU underway

• Multiple front line registrational programs underway in both monotherapy and combination settings
Melanoma

• Yervoy, and now Opdivo, are transforming survival expectations for some patients

• Opdivo + Yervoy Regimen offers meaningful efficacy with tolerable and well-managed safety profile

• Opdivo and Yervoy offer treatment options for broad range of melanoma patients

• Global regulatory filings under review for both 1st line monotherapy and combination
Renal Cell Carcinoma

• Checkmate -025 is 4th Opdivo study stopped early due to overall survival benefit

• Data showed improved efficacy and tolerability over a standard of care

• Potential first PD-1 to market in 2nd line RCC

• Phase 3 Opdivo + Yervoy trial underway in 1st line
Confident in Our Future

- Commercial performance of key/new brands
- Investing to capitalize on growth opportunities
- Diversified pipeline to fuel long-term growth
- Disciplined capital allocation

Positioned for long-term success