Business development is a key component of Bristol-Myers Squibb’s strategy and has strengthened and diversified our portfolio for long-term growth.

-Paul Biondi, Senior Vice President
Head, Business Development

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

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**OUR STRATEGIC FOCUS - 2016**

**Immunology**
- Focus on approaches that are direct acting on the immune system
- Novel immune checkpoint inhibitors and co-stimulatory agents
- Tumor intrinsic targets with demonstrated impact on anti-tumor immunity
- Tumor microenvironment

**Oncology**
- Agents displaying synergy with immune checkpoint inhibitors
- Established non-immunosuppressive mechanisms of action
- New approaches to validated cancer pathways
- Emerging areas of cancer biology
- Antibody drug conjugates (ADC) – novel targets
- Late preclinical/clinical-stage programs in areas of unmet medical need
- Out of Scope: Supportive care – BMS focuses on therapeutics

**Immunoscience**
- Discoveries with transformative potential in IBD, inflammatory arthritis, SLE/Lupus nephritis and other autoimmune diseases with high unmet needs
- Out of Scope: allergy and asthma

**Cardiovascular**
- Heart failure: acute, post-acute, HFrEF, HFrExEF, cardiomyopathy
- Highly validated targets addressing CV risk with clear specialty medicine development paths
- Out of Scope: LBD, lowering, HDL raising, anticoagulant, hypertension

**Fibrosis**
- Mechanisms that specifically block myofibroblast activation/differentiation and profibrotic matrix re-organization
- Targeted inhibition of TGF-beta and other developmental pathways
- Approaches and mechanisms that target matrix re-modeling, epithelial cell proliferation and repair

**Genetically Defined Diseases (GDD)**
- Focus on monogenic diseases
- Clinical-stage opportunities in rare/orphan diseases targeting at or near mutant protein
- Special interest in clinical and preclinical opportunities targeting Duchenne Muscular Dystrophy, synuclein, Nav1.7, and familial cardiomyopathy (ICM – hypertrophic or dilated)

**BRISTOL-MYERS SQUIBB DEVELOPMENT PORTFOLIO BY DISEASE AREA**

**Immuno-Oncology**
- Anti-eTau
- Anti-Myostatin

**Drug Delivery Technology**
- Small Molecules
- Biologics

**Gene Therapy**
- RNA Oligonucleotides

*Approved in at least one major market (US, EU, JP)

**Antibody Drug Conjugates**
- Small Molecules
- Partnered or in Collaboration

**Technology Interests**
- Access to new chemical matter, including macrocycle and fragment libraries
- Novel antibody drug conjugate (ADC) technology
- Subcutaneous controlled release
- Oral delivery of millimolecules and macrocyclic peptides
- ADME/Toxicology: Modeling and prediction technology
- Emerging structure determination platform
- Non-invasive diagnostics and translational biomarkers
- Improved methods for single cell capture, and genomic characterization
- Scalable bioinformatics analysis capabilities using principles for reproducible research

**Developing cutting-edge science in our own labs and in collaboration with partners is critical to our ability to deliver transformational medicines to patients.**
- Giovanni Caforio, M.D.
  Chief Executive Officer