

# Cowen Health Care Conference

Michael Giordano, M.D.

Head of Oncology Development

March 3, 2015

## 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 representing our estimates 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 include certain costs, expenses, gains and losses and other specified items. Reconciliations of these non-GAAP financial measures to the most comparable GAAP measures are available on the company's website at www.bms.com.



### BMS I-O Development Approach

## Bringing the potential for long-term survival to a broad range of patients

- Broad development in lung, renal, melanoma across multiple lines of treatment
- Accelerated development strategy into additional tumor types
- Differentially invest in I-O combinations
- Rapid development of early clinical assets
- Science driven biomarker approach
- Commitment to strategic business development and external collaboration

## Immuno-oncology – Development Portfolio

#### Approved Phase I Phase II Phase III Indications Lirilumab + Elotuzumab\* OPDIVO\* + Elotuzumab\* YERVOY **Urelumab** YERVOY Elotuzumab\* 2nd line MM 1st line MM Revlimid Unresectable or Hematologic Mal. MM **Velcade Combo** Combo 1st line Mel **Metastatic Mel** Elotuzumab\* Urelumab + **OPDIVO\* OPDIVO\*** Urelumab Relapsed/Refractory Elotuzumab\* 3rd line Sq NSCLC OPDIVO\* Glioblastoma **Solid Tumors MM Revlimid Combo** MM 2nd/3rd line Mel **OPDIVO\* OPDIVO\*** OPDIVO\* + YERVOY Urelumab + Anti-LAG3 2nd line Sq NSCLC 1st line RCC NHL (FL) **OPDIVO\*** Hematologic Mal. Solid Tumors & Hematologic Mal. YERVOY **OPDIVO\* OPDIVO\* OPDIVO\*** Metastatic Mel Dose **NHL (DLBCL)** 2nd line NSq NSCLC HCC OPDIVO\* + Optimization YERVOY **OPDIVO\* OPDIVO\* Solid Tumors** YERVOY OPDIVO\* Hodgkin's 1st line NSCLC **Adjuvant Mel Solid Tumors** Lymphoma (PD-L1 +)OPDIVO\* + YERVOY **NSCLC OPDIVO\* OPDIVO\*** YERVOY **OPDIVO\* MSI+ Colon** 1st line Mel 1st line Sq NSCLC Hematologic Mal. OPDIVO\* + **SPRYCEL** Anti-LAG3 + **OPDIVO\* CML** YERVOY YERVOY OPDIVO\* 2nd/3rd line RCC 1st line SCLC Ovarian Solid Tumors YERVOY Lirilumab + YERVOY **OPDIVO\* Prostate** OPDIVO\* **Adolescent Mel** 2nd line Head & Neck **Solid Tumors** (post hormonal therapy) **OPDIVO\*#** OPDIVO\*# **Esophageal** Gastric

<sup>\* &</sup>lt;u>Development Partnership</u>
OPDIVO: Ono Pharmaceuticals; Elotuzumab: AbbVie; Lirilumab: Innate Pharma

<sup>#</sup> Partner run study

## Extending Leadership Through Partnerships











Bristol-Myers Squibb











## Strategic Execution: Recent Events

- Filed in squamous NSCLC (-063)
- Approved in advanced melanoma
- Two Phase 3 trials stopped early due to survival benefit
- Promising data presented in hematological malignancies
   initiated registrational trials
- Expansion of portfolio through Business Development

## **Lung Cancer**

#### **Broad development strategy**

- Across histologies, stages of disease, and mutational status
- Both PDL-1 positive and negative
- Committed to evaluating combination regimens

#### **Demonstrated clinical benefit**

- Positive data from -063; -017 stopped early due to survival benefit
- Planning for approvals and launches in the US and EU later this year

#### Melanoma

- Yervoy: first I-O agent to offer the possibility of long term survival
- Opdivo: approved in the US; an important treatment option for melanoma patients
  - -037: more patients have opportunity for durable response
  - -066: first to show overall survival in a Phase 3 study
- Yervoy and Opdivo combination has the potential to further transform the treatment of melanoma

#### Renal Cell Carcinoma

## Our goal is to improve overall survival across the continuum of this disease

- Significant unmet need
- Registrational studies ongoing
  - Second line (monotherapy)
  - First line (combination with Yervoy)
- Registrational study planned for adjuvant setting

## Hematological Malignancies

- Build on success of Sprycel and expertise in Immuno-Oncology
- Elotuzumab studies ongoing in 1st and 2nd line multiple myeloma
- Opdivo data presented at ASH 2014
  - Potentially registrational studies ongoing in Hodgkin and non-Hodgkin's Lymphoma

### IO Key Data Flow & Events: 2015



- Phase 2 combination with Yervoy (-069) in melanoma at AACR
- Presentation of full data set from -017
- Planned interim analysis from -057
- Presentation of data from new tumor types
- Potential EU approval
- Initiation of combination with Yervoy in lung
- Initiation of additional trials and in additional indications



Potential data in-house from additional tumor types

Elotuzumab

Phase 3 data – relapsed/refractory multiple myeloma



# Cowen Health Care Conference

Michael Giordano, M.D.

Head of Oncology Development

March 3, 2015