19/22
of our leading transformational medicines are derived from collaborations

>60%
of development pipeline are externally sourced

300+
partnerships

Bristol Myers Squibb™

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.
- Our diverse and broad toolbox of modalities allows us to match the right therapeutic modality to a molecular mechanism of action.
- We are investigating oncogenic pathways for both tumor intrinsic and extrinsic factors, including the immune system.

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

- Emerging modalities such as antibody-drug conjugates, radiopharmaceutical therapies, immune cell engagers
- Continued investment in targeted protein degrader platforms
- Tumor intrinsic biology with clear patient selection strategy
- Historically intractable targets to develop disruptive therapeutic technologies
- Novel innate and adaptive immune mechanisms
- Next-generation therapies with differentiated safety and efficacy profiles
- Therapies that address tumor intrinsic vulnerabilities and primary or acquired mechanisms of resistance to standard of care

As of 10/31/2024

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
Anti-CCR8	1	Biologic	
AR-LDD	1	Small Molecule	■
BMS-986460	1	Small Molecule	
BMS-986463	1	Small Molecule	
BMS-986484	1	Biologic	
EGFRxHER3 ADC	1	Biologic	■
Helios CELMoD	1	Small Molecule	
JNK Inhibitor	1	Small Molecule	
$KRAS^{G12D}$ Inhibitor	1	Small Molecule	■
PRMT5 Inhibitor	1	Small Molecule	■
RYZ801	1	Radiopharmaceutical	
SOS1 Inhibitor	1	Small Molecule	■
Anti-Fucosyl GM1 + nivolumab	3	Biologic	
nivolumab + relatlimab HD	3	Biologic	■
subcutaneous nivolumab + rHuPH20	3	Biologic	■
RYZ101	3	Radiopharmaceutical	■
subcutaneous nivolumab+relatlimab+rHuPH20	3	Biologic	■
Adagrasib, KRAZATI®	M	Small Molecule	■
Ipilimumab, YERVOY®	M	Biologic	■
Nivolumab, OPDIVO®	M	Biologic	■
Nivolumab and relatlimab-rmbw, OPDUALAG™	M	Biologic	■
Paclitaxel, ABRAXANE®	M	Small Molecule	■
Repotrectinib, AUGTYRO™	M	Small Molecule	■

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. Deep understanding of causal human biology, cutting-edge capabilities and differentiated research platforms uniquely position the company to approach cancer from every angle.

Hematology

Bristol Myers Squibb has pioneered transformational medicines and 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, AML, MDS, MPNs (e.g., myelofibrosis) and non-malignant conditions (e.g., thalassemias).

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

- Targeted protein degradation/ homeostasis
- Epigenetics
- ADCs, including ADC degraders, 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 10/31/2024

Compound/Brand Name	Phase	Modality	Externally Sourced/ Partnered
BCL6 LDD	1	Small Molecule	■
CD33-GSPT1 ADC	1	Biologic	■
CD33 NKE	1	Biologic	■
CK1α Degrader	1	Small Molecule	■
Dual Targeting BCMAxGPRC5D CAR T	1	Cell Therapy	
HbF Activating CELMoD	1	Small Molecule	
golcadomide	3	Small Molecule	■
GPRC5D CAR T	3	Cell Therapy	
iberdomide	3	Small Molecule	■
mezigdomide	3	Small Molecule	■
Azacitidine tablets, ONUREG®	M	Small Molecule	■
Dasatinib, SPRYCEL®	M	Small Molecule	
Elotuzumab, EMPLICITI®	M	Biologic	■
Fedratinib, INREBIC®	M	Small Molecule	■
Ide-cel+, ABECMA®	M	Cell Therapy	■
Lenalidomide, REVLIMID®	M	Small Molecule	■
Liso-cel, BREYANZI®	M	Cell Therapy	■
Luspatercept-aamt, REBLOZYL®	M	Biologic	■
Pomalidomide, POMALYST®	M	Small Molecule	■

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.

- Informed by one of the most extensive translational and clinical datasets in CAR T, we are exploring a multitude of next-generation approaches, including allogeneic ("off the shelf") programs, dual antigen targeting, CAR T cells armed with custom payloads and gene editing. Our goal is to maximize the potential of cell therapy and reach more patients – both with and beyond blood cancer – by expanding into new disease areas with unmet need, such as solid tumors and immunology.

With our bold ambition, backed by a best-in-the-industry team and long-term commitment, we are leading the way to unlock the full promise of cell therapy as we strive to put more patients on the path to a cure. Areas of interest include, but are not limited to, the following:

- Clinical Stage assets with differentiated clinical profile across:
  - Allogeneic donor/iPSC, NK cells, Tregs
  - Gamma delta T cells
  - Additional cell types – e.g., monocytes, NKT cells
- Novel tumor targets and binders – CAR and TCR
- Next-generation engineering (e.g., CAR logic gates, bolt-ons to overcome CT hurdles such as TME modulation)
- Non-viral delivery for modifying cell gene expression
- Enabling manufacturing platforms and technologies
- Combinations with other therapies to increase efficacy

Immunology

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

- Our team has spent the last two decades pioneering research on novel pathways and approaches, resulting in new therapies that modulate the body's immune response to treat disease.
- Today, Bristol Myers Squibb's Immunology franchise encompasses several marketed products and a robust pipeline in clinical development, including systemic lupus erythematosus (SLE), pulmonary fibrosis, psoriasis, and other immune-mediated diseases with high unmet needs.
- Our strategic research approach aims to address the root cause of disease by controlling inflammation, resetting the immune system and promoting immune homeostasis with the goal of achieving transformational efficacy, durable remissions, and ultimately, cures.

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)
- 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
- 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 10/31/2024

Compound/Brand Name	Phase	Modality	Externally Sourced/ Partnered
BMS-986454	1	Biologic	
CD19 NEX T	1	Cell Therapy	
IL2-CD25	1	Biologic	■
PKCθ Inhibitor	1	Small Molecule	■
afimetoran	2	Small Molecule	
BMS-986322 (TYK2 Inhibitor)	2	Small Molecule	
admilparant (LPA1 Antagonist)	3	Small Molecule	
cendakimab	3	Biologic	■
obexelimab**	3	Biologic	■
Deucravacitinib, SOTYKTU®	M	Small Molecule	
Ozanimod, ZEPOSIA®	M	Small Molecule	■
Abatacept, ORENCIA®	M	Biologic	■
Belatacept, NULOJIX®	M	Biologic	

1 - Phase 1 **2** - Phase 2 **3** - Phase 3 **M** - Marketed Product Development
■ - Compound benefiting from external innovation
** BMS territory

Cardiovascular

Leveraging longstanding expertise, Bristol Myers Squibb has pioneered some of the most significant advancements in cardiovascular care and delivered transformational results for patients. We are building on our 70-year legacy to take cardiovascular research to the next level and elevate new standards of care. Our differentiated scientific discovery engine, rooted in causal human biology, focuses on accelerating the next generation of precision therapies that improve both clinical outcomes and quality of life. These include disease-modifying medicines that are designed to help patients living with arterial thrombosis, types of heart failure, cardiomyopathies, and residual risk of vascular disease in ways that were never possible before.

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

- 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 gene insufficiency caused by loss of function mutations
- Cardiac myocyte proteotoxicity caused by protein mutations or misfolding, sarcomere homeostasis
- Protection against or regression of adverse remodeling of the heart (e.g., fibrosis, hypertrophy, resolution of inflammation, cardiomyocyte preservation or regeneration)
- Novel mechanisms to target heart failure
- Preservation or improvement of renal function/renal perfusion in heart failure patients
- Improvement of peripheral vascular compliance
- Reduction in residual atherosclerotic risk driven by poorly or untreated dyslipidemias and/or vascular inflammation
- Translational tools for patient selection within more precisely defined target populations
- BMS continues to monitor the obesity market for next generation assets with cardiovascular impact

As of 10/31/2024

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
MYK-224	2	Small Molecule	■
milvexian	3	Small Molecule	■
Apixaban, ELIQUIS®	M	Small Molecule	■
mavacamten, CAMZYOS®	M	Small Molecule	■

Neuroscience

Bristol Myers Squibb is committed to the development of transformational therapeutics for patients living with neurological and neuropsychiatric diseases, with a focus on conditions with critical unmet needs. We work to develop life-changing medicines that modify disease and treat symptoms to improve quality of life.

- We have established an innovative neuroscience pipeline with assets across a breadth of modalities, accelerated by our growing leadership in neuropsychiatry. Our agile neuroscience research and development model is designed to cultivate a growing pipeline of differentiated drug candidates and deliver meaningful therapies for patients.
- We combine internal expertise—including industry-leading development capabilities, an in-house neuroimaging program, world-class clinical trial operations capabilities, and a strong emphasis on translational research—with flexible external partnerships to identify and advance the most promising scientific innovation happening across the globe and deliver transformational results for our patients.

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

- Disease-modifying therapies for Alzheimer's, Parkinson's, amyotrophic lateral sclerosis (ALS), repeat expansion diseases and progressive forms of multiple sclerosis
- Novel therapies for psychiatric disorders such as schizophrenia, major depressive disorder and bipolar 1 disorder where there are symptom domains of high unmet medical need and potential to improve patient outcomes
- Novel therapies for neuropsychiatric symptoms associated with neurodegenerative diseases such as Alzheimer's and Parkinson's disease psychosis and Alzheimer's agitation
- Targets that modulate brain circuitry underlying psychiatric and neuropsychiatric diseases, protein homeostasis, protein clearance, immune system biology, and neuroinflammation and that reduce, eliminate or clear neurotoxic proteins
- Emerging technologies (RNA, DNA targeting, gene regulation, editing and replacement, delivery 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
- Novel blood brain-barrier shuttle technologies
- Cell therapies for neuroimmune regulation and reset or CNS neuron replacement for conditions such as Parkinson's disease
- Translational tools
  - Novel translational biomarkers (Tissue-, imaging-, sensor-based) for detection, staging and monitoring progression of early disease
  - Novel methodologies for establishing clinical meaningfulness of novel drug candidates as early as possible in disease

As of 10/31/2024

Compound/Brand Name	Phase	Modality	Externally Sourced/Partnered
BMS-986495	1	Biologic	■
BMS-986465 (TYK2 Inhibitor)	1	Small Molecule	
CD19 NEX T	1	Cell Therapy	
eIF2B Activator	1	Small Molecule	■
FAAH/MGLL Dual Inhibitor	1	Small Molecule	■
TRPC4/5 Inhibitor	1	Small Molecule	■
Anti-MTBR-Tau	2	Biologic	■
COBENFY™ (KarXT)	M	Small Molecule	■
Ozanimod, ZEPOSIA®	M	Small Molecule	■

Cross-Therapeutic Areas of Focus

Translational Medicine

At Bristol Myers Squibb, hundreds of world-class researchers make up the Translational Medicine team, spanning all therapeutic areas of focus from early discovery to commercialization. Leveraging genomics, proteomics, imaging, and bioinformatics, these researchers bring forward new learnings and solutions in efforts to revolutionize treatment strategies for some of the most challenging diseases.

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

- Innovative biomarker applications to inform target identification, disease characterization and treatment optimization:
  - Diagnostic approaches to stratify/select patients most likely to benefit from therapy
  - Pharmacodynamic assessment of dose monitoring and treatment response
  - 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 fluorescence-based platforms and digital pathology and imaging analysis software applications
  - Multicolored flow cytometry assays (exploratory and diagnostic grade), for both peripheral and tumoral assessment
  - Proteomic technologies including high-resolution or high-plex applications
  - Genomic-based platforms covering qPCR, ddPCR and NGS: gene expression profiling and tumor and germline DNA deep sequencing; spatial transcriptomics and single-cell RNAseq; methylation and epigenomic profiling; liquid biopsy applications (cfDNA and cfRNA)
  - Novel radiomic imaging capabilities and alternate tracer platforms

Drug Platforms and Modalities

Biologics

Drug Delivery Technology

Small Molecules

"We are open to a wide range of opportunities with prospective partners that will drive us towards groundbreaking healthcare solutions and help us transform patients' lives through science."

– Julie Rozenblyum
Senior Vice President, Business Development

Research Technologies

Bristol Myers Squibb is committed to enhancing our discovery and development efforts through innovative technologies. We are approaching biology as a computational challenge, utilizing predictive science to decode complex biological systems and accelerate our research and development.

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

- Targeted protein degradation technology and platforms
- Single cell genomics and proteomic platforms
- Label-free cellular target engagement platforms
- Stable cell lines to improve protein titer and quality attributes
- Platforms and engineered cell lines focused on cell and gene therapy applications and delivery systems (viral and non-viral); BBB delivery; delivery using payloads
- ADCs: novel targets, including post-translationally modified forms, with a strong link to cancer biology and reasonable pre-clinical data
- Novel MOA payloads for ADC's including TOPO1 inhibitors
- Access to new chemical matter, including macrocycle and fragment libraries
- Novel discovery platforms, including target discovery modalities and platforms focused on neuromuscular and neurodegenerative disease
- Shape 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
- Artificial intelligence and machine learning capabilities applied to research and early development
- Systems biology tools to evaluate pharmacologic/toxicologic responses
- Translationally relevant preclinical models
- Companion digital therapeutics that enhance delivery of care
- Peptide permeability enabling technologies

Antibody Drug Conjugates

Millamolecules

Radiopharmaceuticals

Cell Therapy

Targeted Protein Degradation

"Bristol Myers Squibb, by far, fosters the most professional, technically detailed, and scientifically rigorous partnering environment."

RECENT TRANSACTION PARTNER

"Bristol Myers Squibb has been exceptional to work with, and we appreciate the scientific exchange and fruitful discussions."

RECENT TRANSACTION PARTNER

To learn more about our team, please visit the website: **bms.com/partnering** or scan the QR code on the right.

Bristol Myers Squibb™

Business Development

“Strategic business development is an important area of focus for BMS that allows us to complement our internal expertise, maximize new opportunities to identify leading science and continue to build a top-tier R&D engine focused on helping patients prevail over serious diseases.”

– Christopher Boerner, Ph.D.
Chief Executive Officer