



Bristol Myers Squibb™

Investor Series

Early Pipeline & Immuno-Oncology
June 22, 2020

Forward Looking Statement and Non-GAAP Financial 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 on the SEC's website, on 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.

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Investor Series



Giovanni Caforio

Chairman and
Chief Executive Officer

Our Biopharma Company at a glance

Franchise Strength Across Therapeutic Areas

#1 Oncology & Hematology

#1 Cardiovascular Medicine
ELIQUIS

↑ Growing Immunology Franchise

Expanding with Zeposia, TYK2i, cendakimab

Deep And Broad Late-stage Pipeline

8 Near-term potential launches

9 Phase III assets

20+ Life cycle management opportunities in IO

Robust Early-stage Pipeline*

19 Oncology

15 Hematology

5 Cardiovascular

9 Immunology

5 Fibrosis

*Phase I / II Assets

Strong Financial Flexibility

\$39.8B In Global Sales
2019 Full-year on a Pro Forma Basis

~\$45B Free cash flow over next 3 yrs
\$2.5B Run-rate synergies by 2022

Robust Earnings Outlook
<1.5x Debt / EBITDA by 2023

Patient-centric Innovation

Strong execution across the company

Commercial

- Strong commercial execution, delivering continued topline growth

Financial

- Continued financial strength and P&L discipline

Integration

- Activities proceeding well, synergies on track

Pipeline

- New product approvals: Reblozyl, Zeposia
- Multiple BLAs/NDAs in progress: liso-cel, ide-cel, CC-486
- Two 1L lung approvals: Checkmate 227 and Checkmate 9LA
- Delivered positive results on key clinical trials, incl: Checkmate 9ER, Zeposia in UC

Well positioned for the near term and long term

CURRENT

Leader with Strong Set of In-line Brands

NEAR TERM

Growth Driven by New Launches and LCM Expansion

LONG TERM

Sustainability Enabled by Internal Innovation and Business Development

Portfolio of leading in-line products across therapeutic areas of focus

8 products with sales >\$1B

OPDIVO™
(nivolumab)
INJECTION FOR INTRAVENOUS USE 10 mg/mL

YERVOY™
(ipilimumab)
Injection for intravenous infusion

Revlimid®
(lenalidomide) capsules
2.5 · 5 · 10 · 15 · 20 · 25 mg

Pomalyst
(pomalidomide) capsules
1 · 2 · 3 · 4 mg

SPRYCEL™
dasatinib 100 mg tablets

Eliquis™
apixaban

Abraxane®

ORENCIA®
(abatacept)

- Opdivo and Yervoy – well-established I-O Franchise with strong shares in key indications and broad set of expansion opportunities
- Revlimid and Pomalyst – established IMiD backbone therapies in leading MM franchise
- Eliquis – leading brand in an expanding market with room to grow

New launch opportunities

OPDIVO
(nivolumab)
INJECTION FOR INTRAVENOUS USE 50 mg/50 mL

YERVOY
(ipilimumab)
INJECTION FOR INTRAVENOUS INFUSION

Important launch opportunities in 1L Lung and 1L Renal

INREBIC
(fedratinib) capsules
100mg

Approved for patients with primary and secondary myelofibrosis (MF)

Reblozyl
(luspatercept-aamt)
for injection 25mg + 75mg

Approved in the U.S. in 2L RS+ MDS as 1st and only erythroid maturation agent (EMA)

ZEPOSIA
(ozanimod) | 0.92 mg capsules

Approved in the U.S. and EU for Relapsing Remitting Multiple Sclerosis

liso-cel

Potential best-in-class CD19 CAR T; 3L+ LBCL PDUFA Nov 16, 2020

CC-486

1st to show OS benefit in 1L AML maintenance, PDUFA Sep 3, 2020

ide-cel

Potential first-in-class BCMA CAR T in MM; submission by end of July 2020

TYK2i

Potential best in class oral medicine for psoriasis; initial Ph3 results later this year

Significant LCM opportunities

OPDIVO
(nivolumab)
INJECTION FOR INTRAVENOUS USE 50 mg/mL

YERVOY
(ipilimumab)
Injection for intravenous infusion

> 20 opportunities across metastatic and early stage disease

Reblozyl
(luspatercept-aamt)
for injection 25mg + 75mg

LCM plan includes potential opportunities in 1L MDS and MF

ZEPOSIA
(ozanimod) | 0.92 mg capsules

Positive Ph3 result in Ulcerative Colitis, Ph3 Crohn's disease trial recruiting

liso-cel

Potential to move into earlier lines in DLBCL (2L TNE, TE) and expand into FL and CLL

ide-cel

Opportunities to move into earlier lines of therapy starting with KarMMa-3 in 3L+ MM

TYK2i

Broad LCM program across multiple autoimmune diseases (i.e. PsA, IBD, lupus)

R&D strategy focused on sustaining innovation over the long term

Research & Early Development

- World class talent & approach
- Propriety datasets & platforms
- Robust pipeline







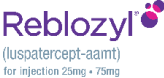





Business Development

- A top priority for capital allocation
- Consistent evaluation criteria
- Enabled by financial strength & flexibility

> **20 assets** with proof of concept decisions over the next 3 years, including:

- Orva-cel (JCARH125)
- CC-92480 (CELMoD agent)
- CC-90009 (CELMoD agent)
- Iberdomide (CC-220)
- CC-99712 (BCMA ADC)
- CC-93269 (BCMA TCE)
- Factor Xla

Active Clinical Development Portfolio

	Phase 1		Phase 2		Phase 3 Registrational	Marketed	
Oncology	BETi* (CC-90010) FucGM1 (BMS-986012) Anti-IL8 (BMS-986253) PSCAxCD3** (GEM2PSCA) OX40 (BMS-986178) AR-LDD (CC-94676)	motolimod (VTX-2337) NLRP3 Agonist (BMS-986299) Anti-TIM3 (BMS-986258) STING Agonist (BMS-986301) Anti-CD73 (BMS-986179)	Anti-NKG2A (BMS-986315) Anti-CTLA4 NF Probody (BMS-986288) Anti-TIGIT (BMS-986207) AHR** (IK-175) Anti-SIRPα* (CC-95251)	Anti-CTLA4 Probody (BMS-986249) Anti-CTLA4 NF (BMS-986218)	CCR2/5 (BMS-813160)	bempegaldesleukin (NKTR-214) marizomib linrodostat relatlimab* (anti LAG-3)	  
Hematology	CELMoD agent (CC-92480) CELMoD agent (CC-90009) BCMA TCE (CC-93269) BCMA ADC (CC-99712) NEX T BCMA (CC-98633)	BETi (CC-95775) BETi (BMS-986158) CELMoD agent (CC-99282) NEX T CD19 (CC-97540)	LSD1 Inhibitor (BMS-90011)* BCMA CAR T (bb21217) CD3x33** (GEM333) CD22 ADC** (TRPH-222)	iberdomide (CC-220) orva-cel (JCARH125)		DNMT Inhibitor (CC-486) ide-cel (BCMA CAR T) liso-cel (CD-19 CAR T)	     
Cardiovascular	FA-Relaxin (BMS-986259)	FPR-2 Agonist	Factor XIa Inhibitor (BMS-986209)	Factor XIa Inhibitor (BMS-986177)	cimlanod (BMS-986231)		
Immunology	TYK2i** (Nimbus) Imm Tolerance** (Anokion)	IL2 Mutein (CC-92252) TYK2i (BMS-986322)	MK2i (CC-99677) S1P1R Agonist (BMS-986166)	TLR 7/8 Antagonist (BMS-986256)	iberdomide (CC-220) cendakimab (CC-93538) branebrutinib (BMS-986195)	TYK2 Inhibitor	 
Fibrosis	LPA ₁ Antagonist (BMS-986278)	NME 1		HSP47 (BMS-986263) pegbelfermin (BMS-986036)	JNK Inhibitor (CC-90001)		
Neuroscience	DUAL FAAH/MGLL (CC-97489)						

*In development for solid tumors and hematology; **BMS has an exclusive option to license and/or option to acquire

Future outlook supported by launches, broad and deep pipeline, and strategic business development

Significant long-term commercial opportunities

New Launches

~\$20B* in revenue potential**
in 2H of the decade

Inrebic • Reblozyl • Zeposia
CC-486 • Liso-cel • Ide-cel • TYK2i

Next Medicines

6+ agents in or close to full
development; each with
significant commercial
potential**

Relatlimab • CELMoD agents • Bempeg
TCE (CC-93269) • Cendakimab • Factor Xla

Next Wave

Maturing early pipeline

Strategic Business Development

- Continue to source innovation and assets from outside the company
- Enabled by financial strength & flexibility
 - Current balance sheet strength
 - Significant cash flow generation

*non-risk adjusted

**subject to positive registrational trials and health authority approval

Early Pipeline



Rupert Vessey

President
Research & Early Development

Research & Early Development well positioned to deliver for the long term

People & Approach

- World class talent with diverse and deep experience
 - Located in hubs of innovation
 - Differentiated external research model
-

Proprietary Datasets and Platforms

- Deep investment in patient datasets enable diseases to be redefined at molecular level
 - Pursuing compelling biology through multiple drug discovery platforms
-

Pipeline

- Robust early pipeline with steady flow of ‘proof of concept’ opportunities

Research & Early Development (R&ED) – the team



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Lawrenceville, NJ



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Senior Vice President,
TRC Neuroscience
Summit, NJ



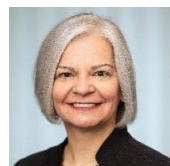
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Gondi Kumar
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Nonclinical Research &
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Resistance
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Robert Plenge
Senior Vice President,
TRC Inflammation, CV
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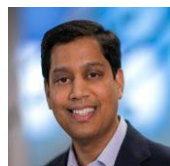
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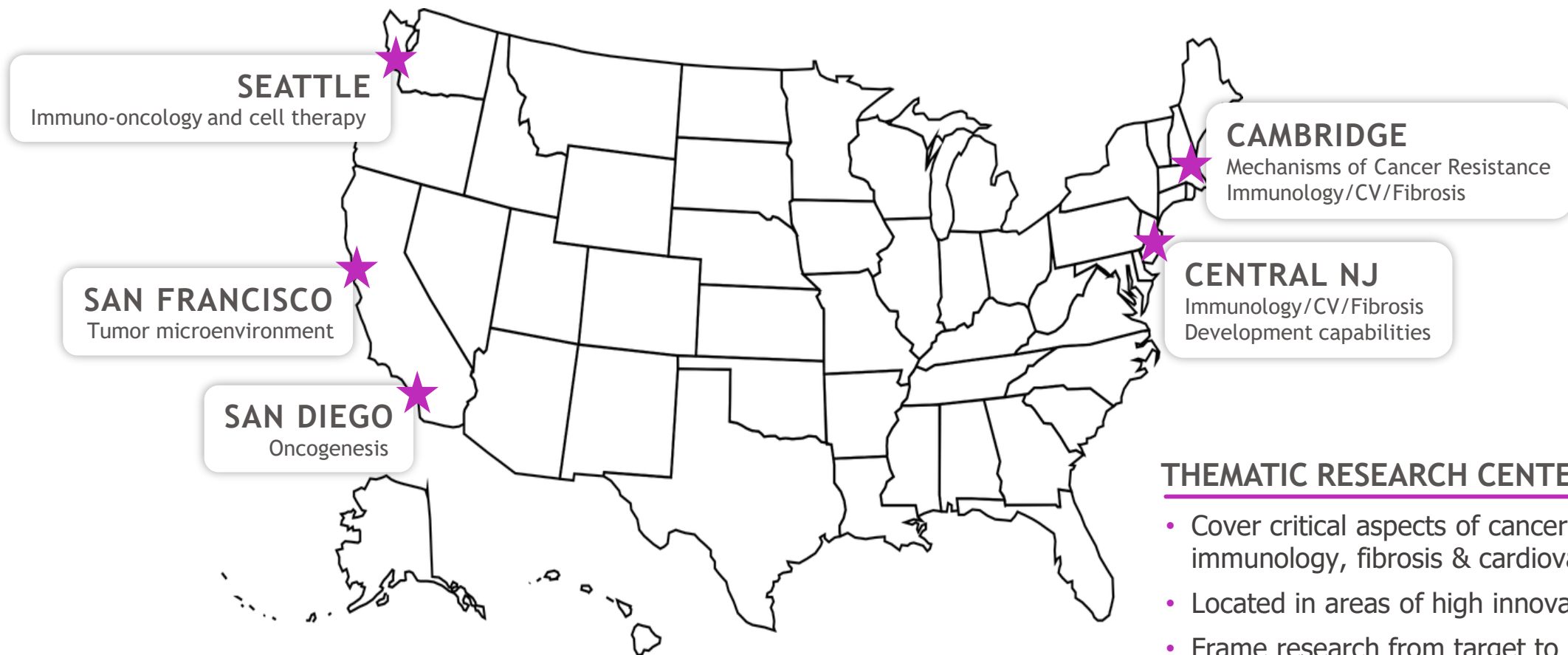


Greg Vite
Senior Vice President,
Small Molecule Drug
Discovery
Lawrenceville, NJ



Peter Worland
Senior Vice President,
TRC Integrative
Sciences
San Diego, CA

R&ED – Located in hubs of innovation



THEMATIC RESEARCH CENTERS (TRCs)

- Cover critical aspects of cancer biology, immunology, fibrosis & cardiovascular disease
- Located in areas of high innovation
- Frame research from target to Proof of Concept (PoC)

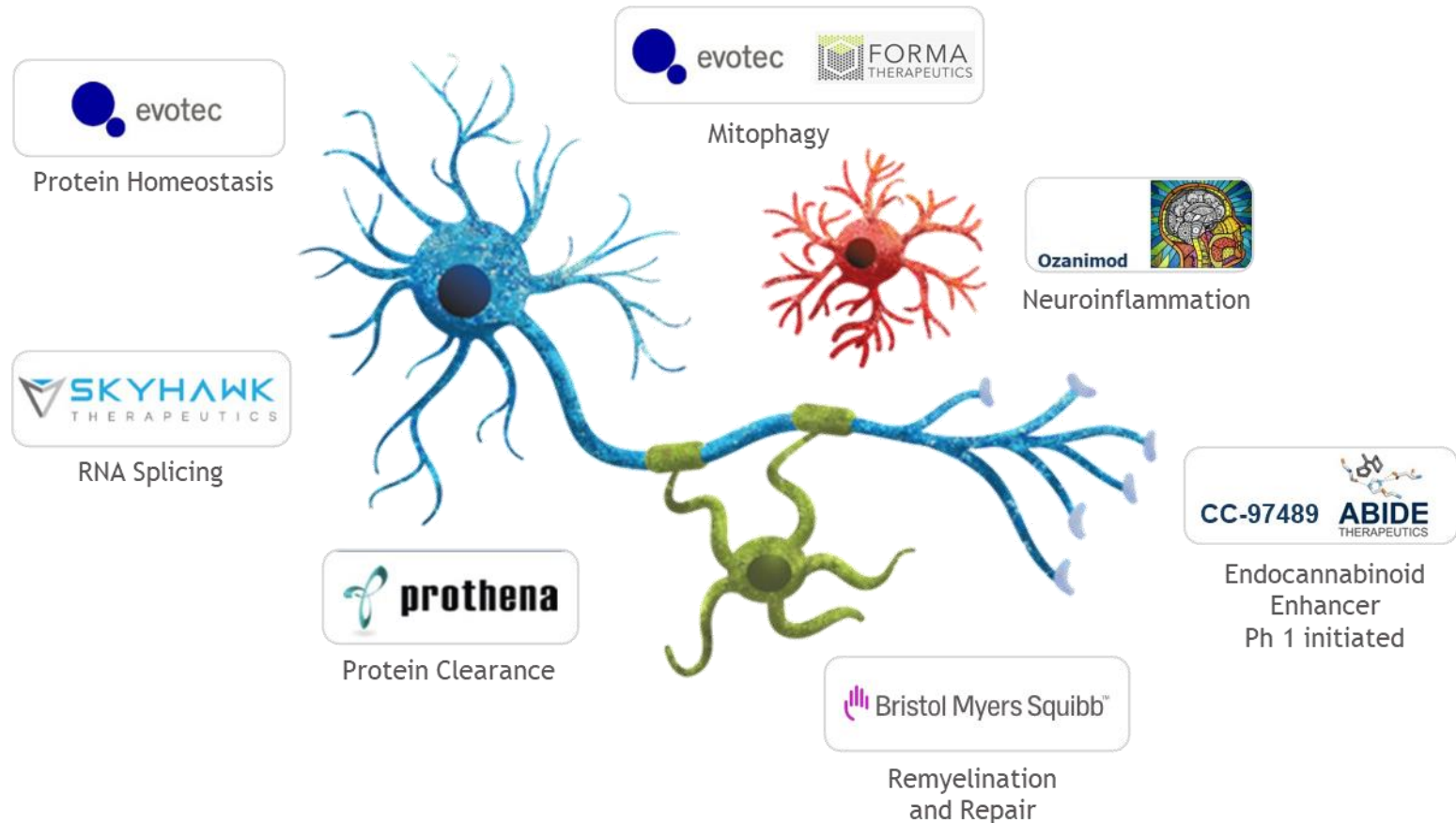
CAPABILITIES

- Large scale patient datasets
- Computational science and machine learning
- Drug discovery platforms
- Translational medicine and biomarkers
- Compound de-risking
- Early clinical development

Industry leading external research model to build long-term future

Our small expert team & focused external investments have built a neuroscience network for success in ~2 years

- **Strategic Investment in VC Funds:**
accessing novel science
- **Enabled Academic Incubators:**
geographies beyond VC
- **Equity Investments in NewCos:**
first mover advantage
- **Insight Driven Business Development:**
leveraging our own data
- **Site Network in Innovation Hubs:**
proximity to partners
- **Industry Leading Deal Structures:**
partner of choice



Seamless partnership with Global Drug Development

Research & Early Development

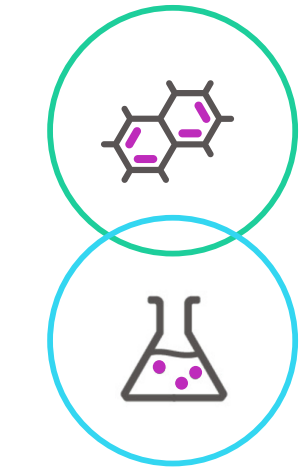
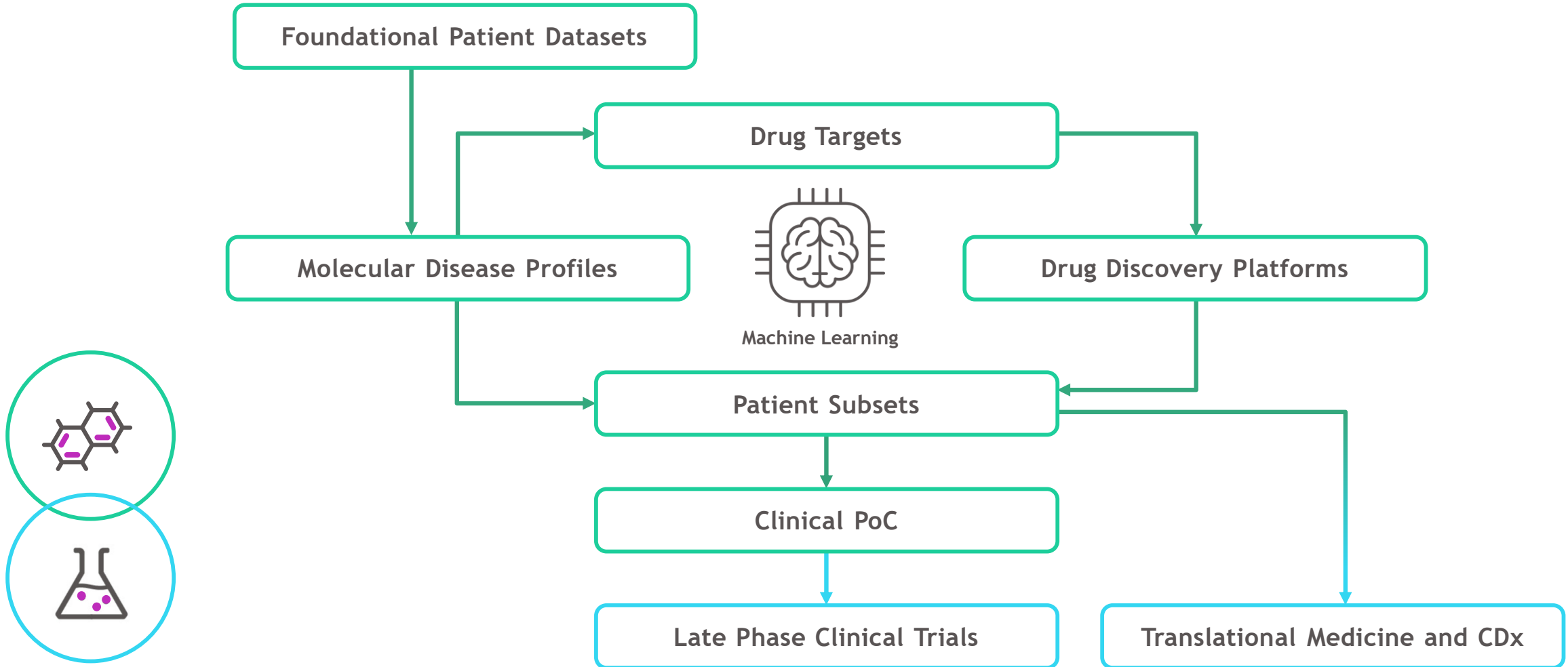
Drive innovation and bring forward next generation assets



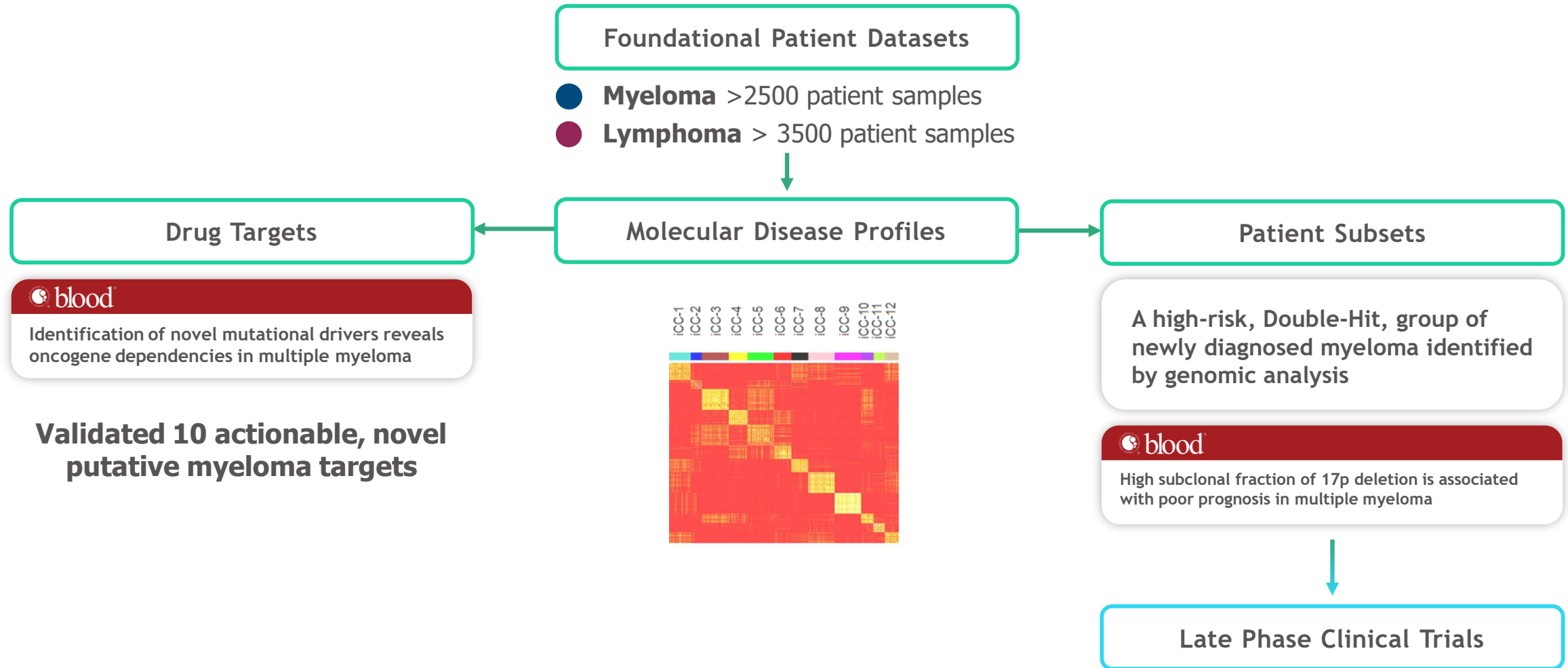
Global Drug Development

Maximize innovation and productivity for late stage and LCM opportunities

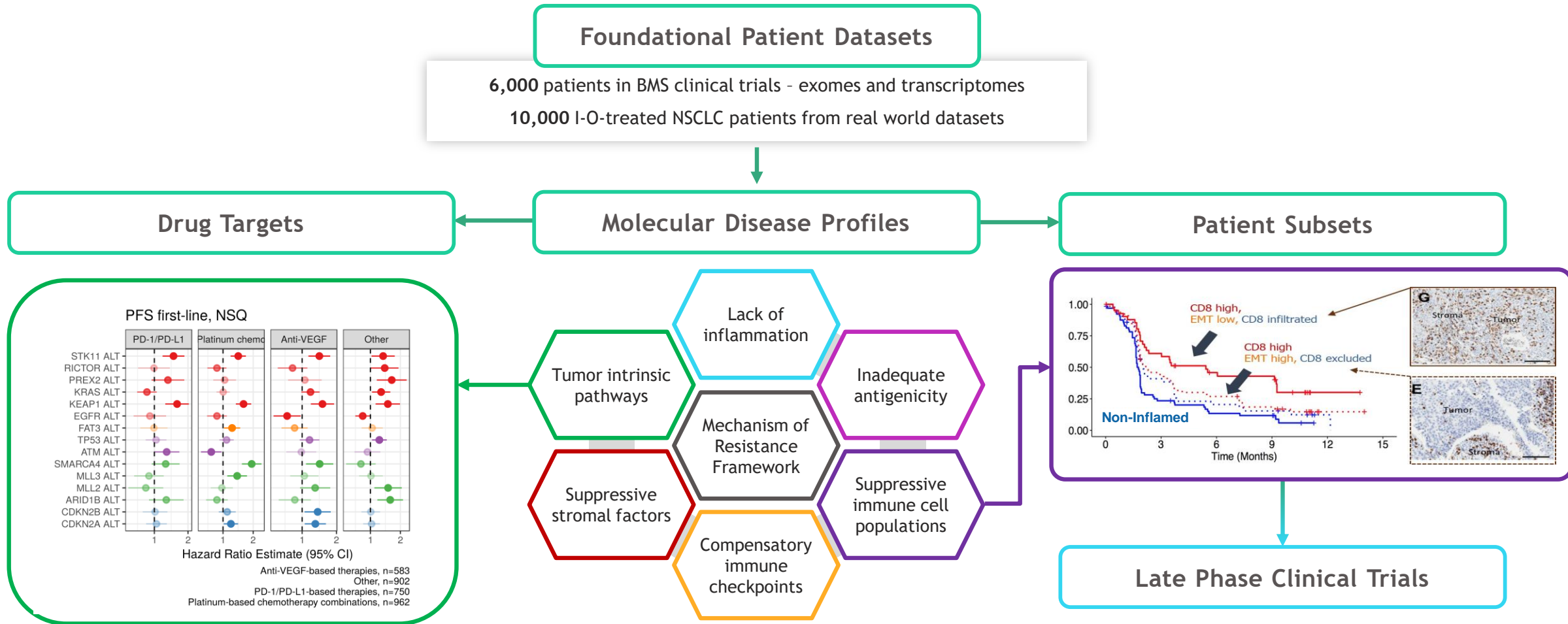
Matching targets to modalities



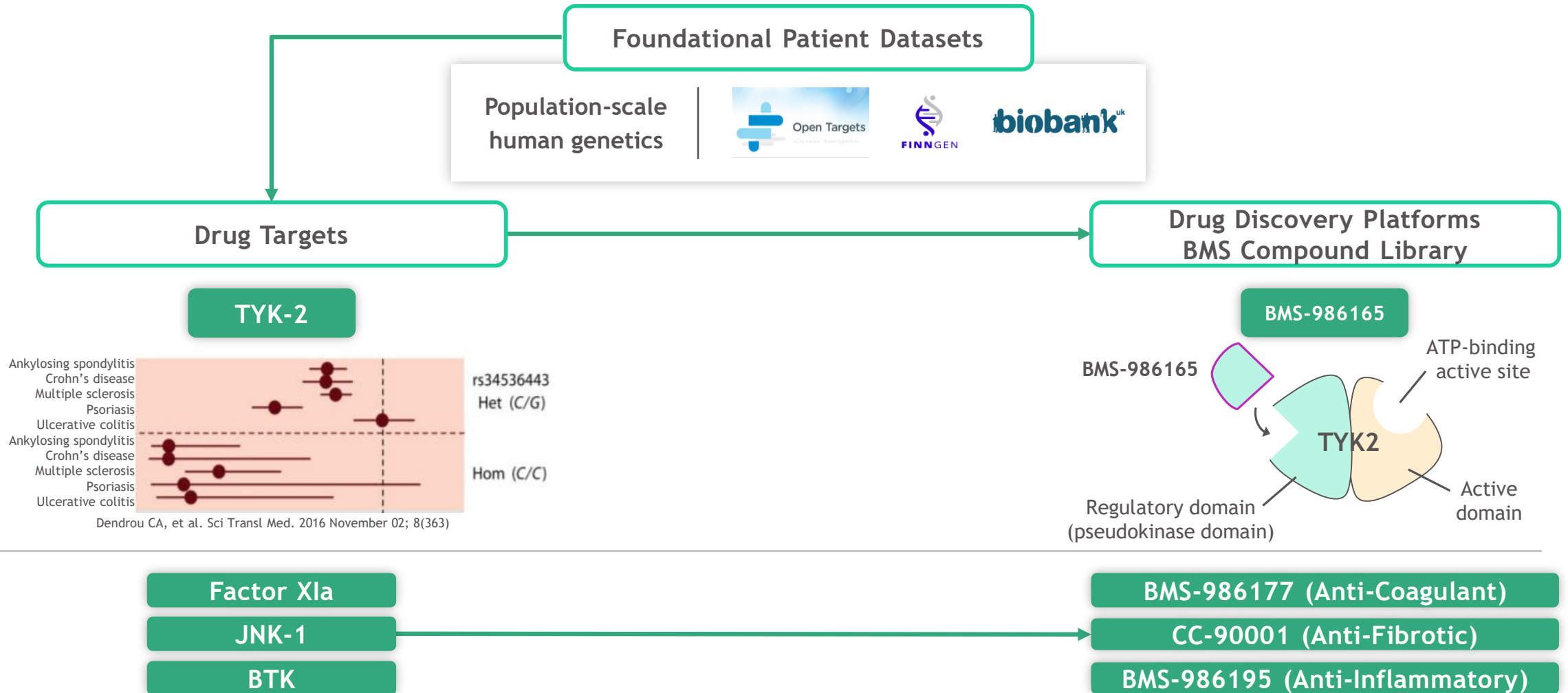
Putting data to use: Redefining hematologic malignancies at the molecular level



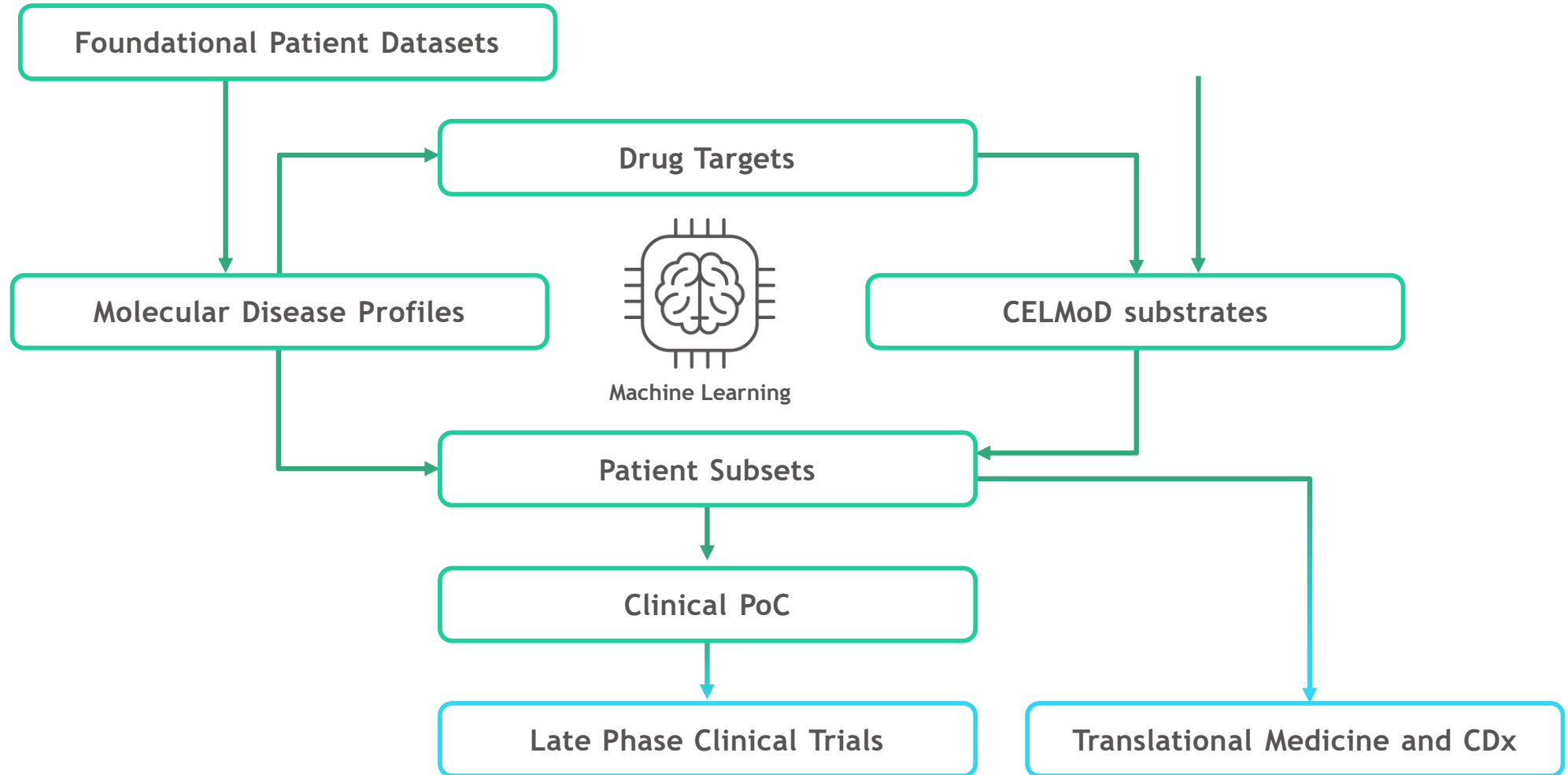
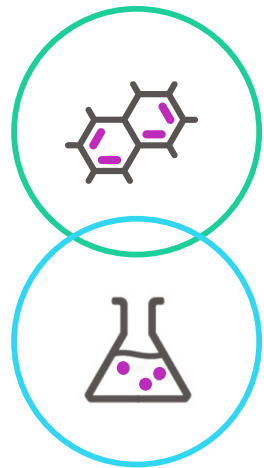
Putting data to use: Leveraging patient datasets to gain insights into I-O resistance



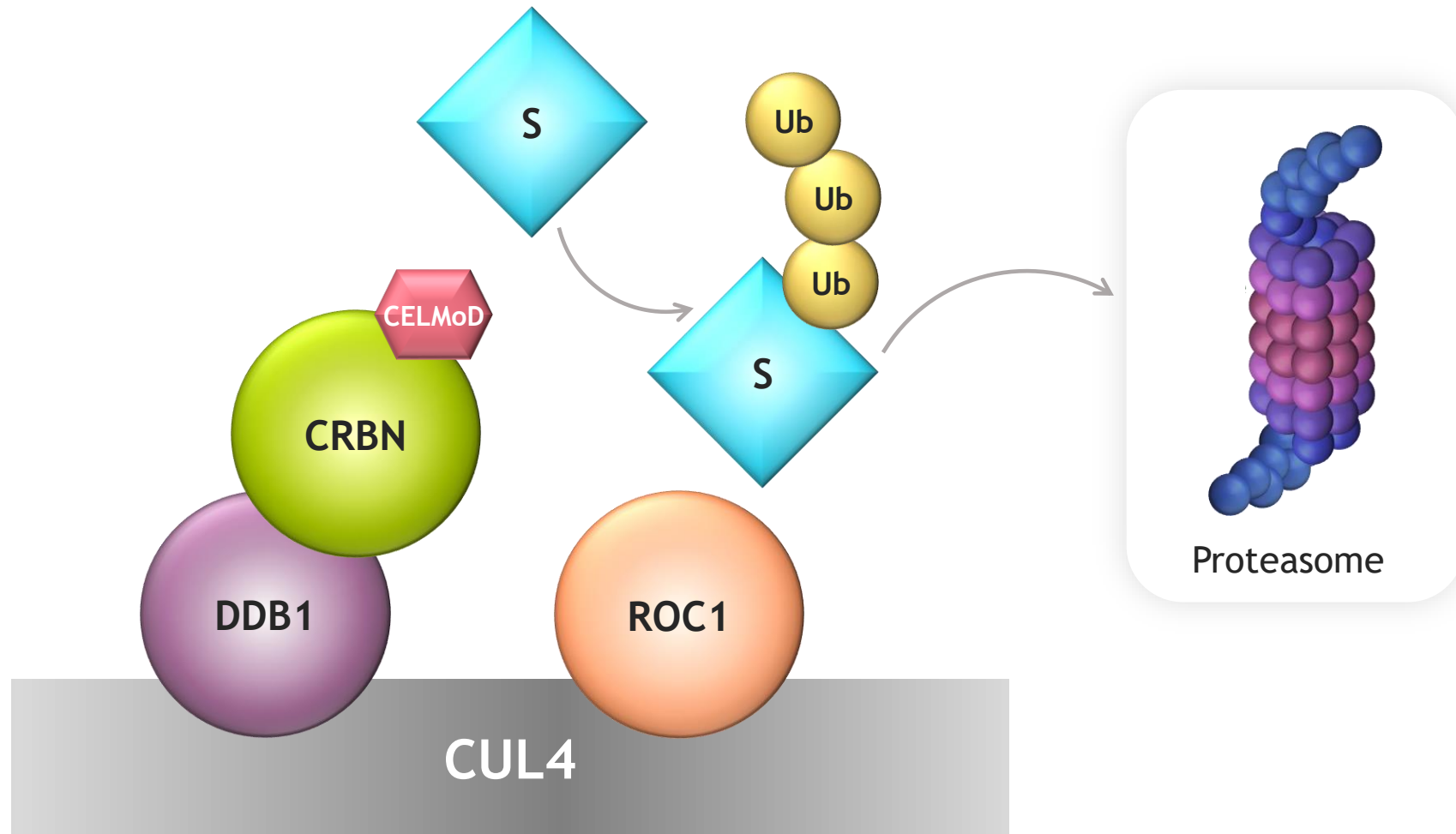
Putting data to use: Combining human genetics with leading drug discovery



CELMoDs require an alternative research approach

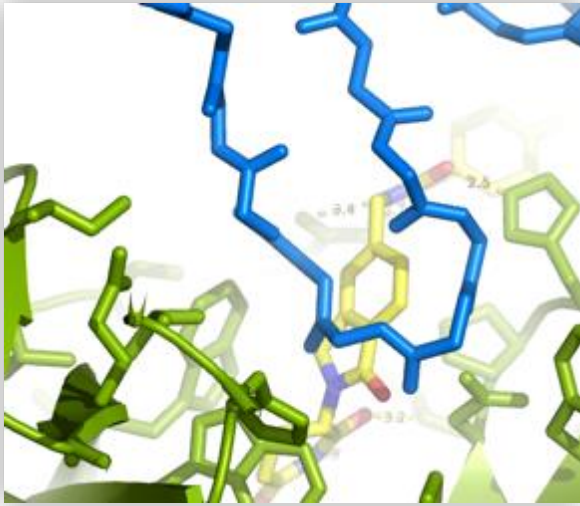


CELMoD agents are a unique class of drugs that direct protein substrates for intracellular degradation

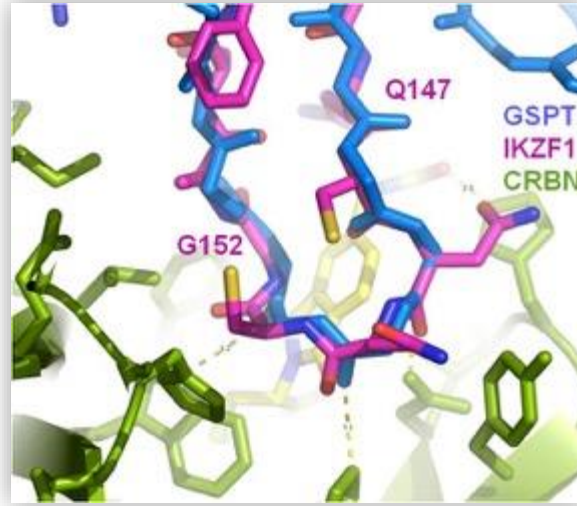


CELMoD agents can degrade diverse substrates through a novel mechanism of action

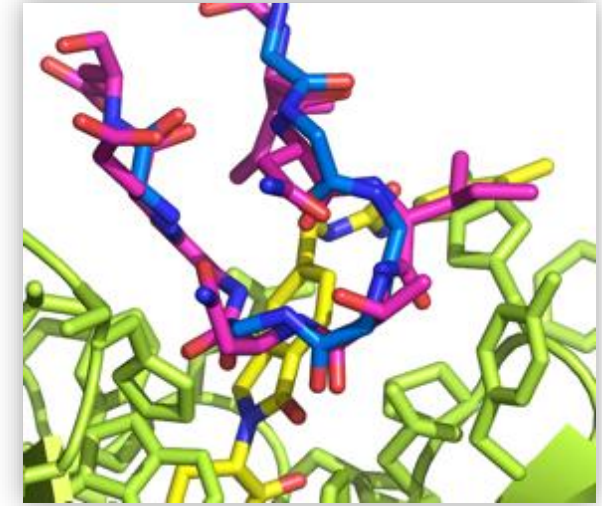
Structure of GSPT1



Model of Ikaros



Structure of CK1α



GSPT1 LVDKKSGEK
IKZF1 FQCNQCGAS
CK1a AINITNGEE

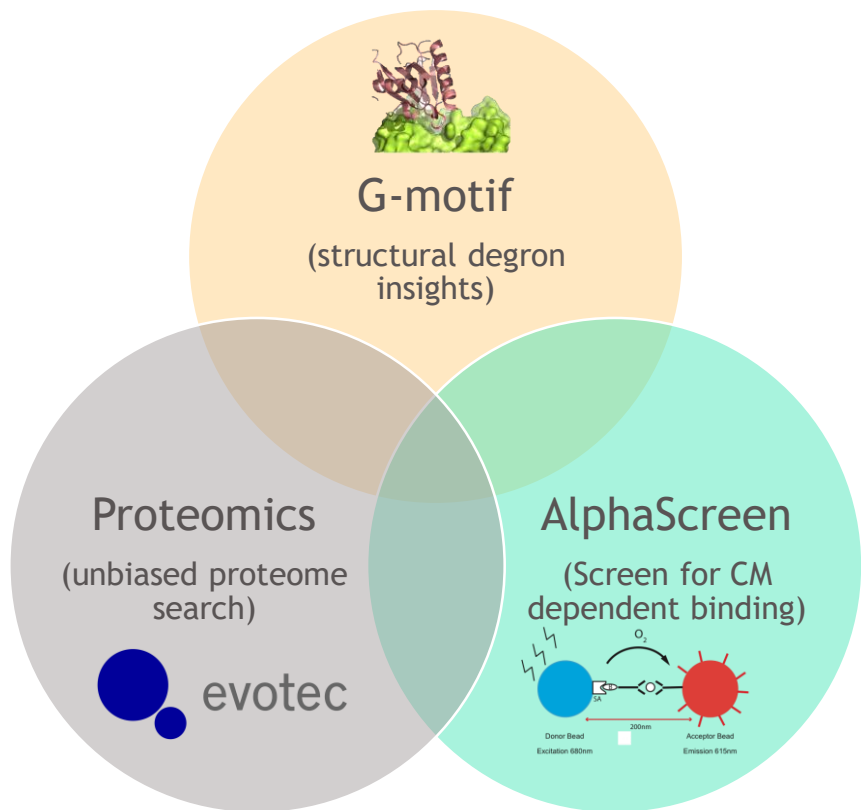


Now defining dozens of substrates with potential therapeutic utility

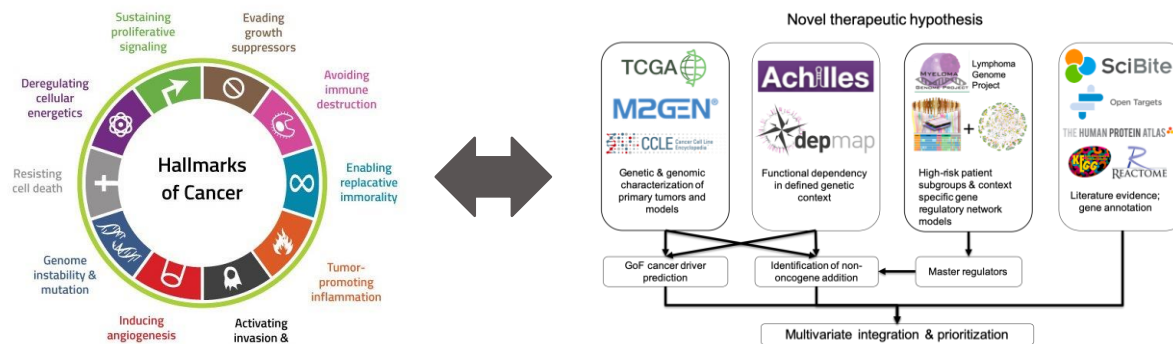
No sequence identity apart from the critical glycine

Putting data to use: matching CELMoD target substrates to compelling biology

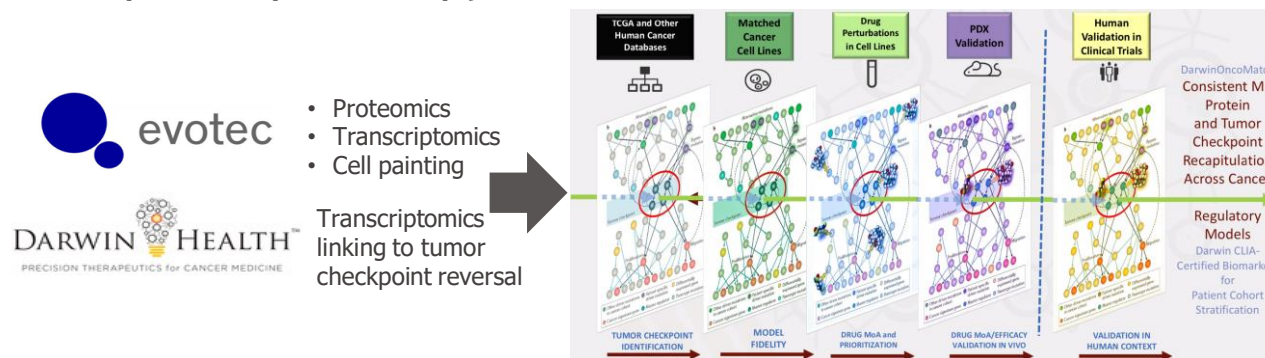
Defining the CELMoD degradome



Multifaceted disease biology requires a multi-pronged informatics approach for target prioritization



Mechanism based CELMoD indication pairing to explore compound pleiotropy



Evolution of CELMoD portfolio: expanding beyond myeloma

Cereblon Mechanism of Action

Deeper Understanding of Molecular MoA

Commercial Agents



THALOMID



Late Development

Iberdomide

MM/SLE

CC-92480

MM

Early Development

CC-90009

AML

CC-91633

AML

CC-99282

NHL/CLL

Discovery

Kinase Degradator
(best-in-class)

Kinase Degradator
(overcomes resistance)

mRNA Translation
Control Factor Degradator

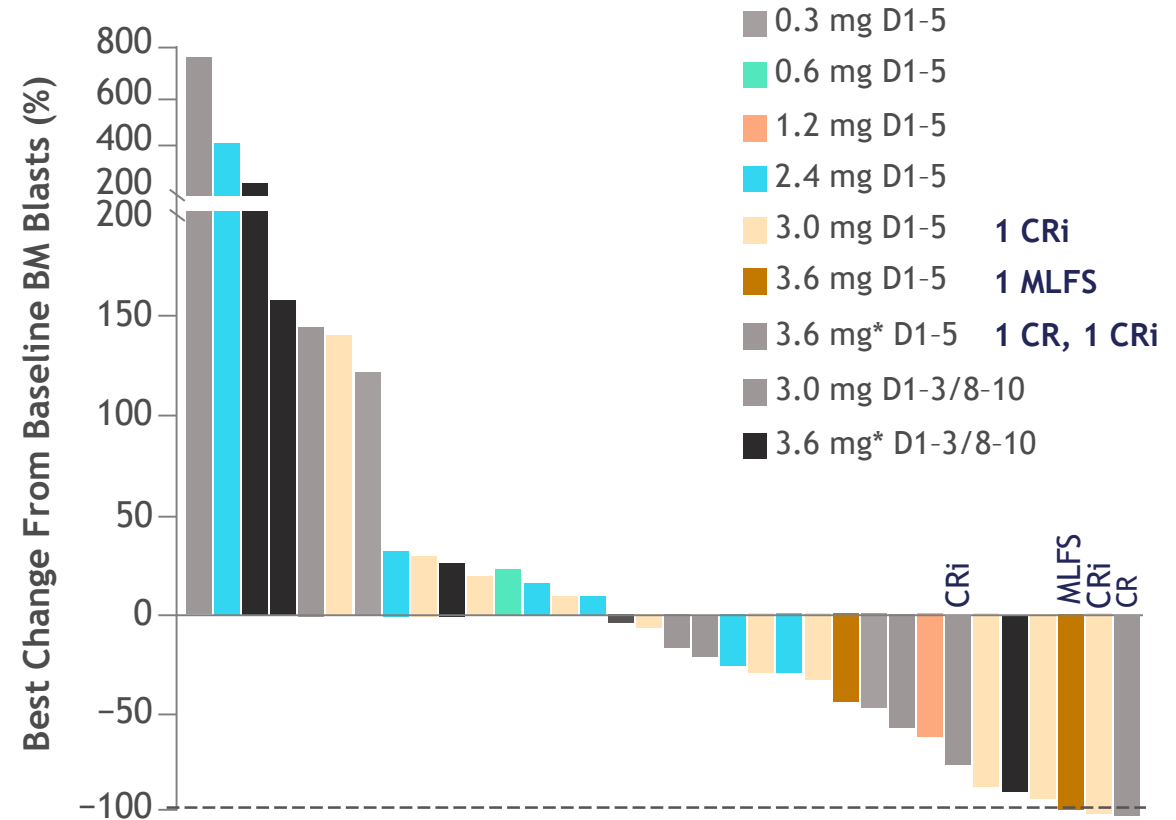
Multiple Myeloma

Hematology

Solid Tumors

CC-90009: a novel GSPT1 degrader demonstrates anti-leukemic activity

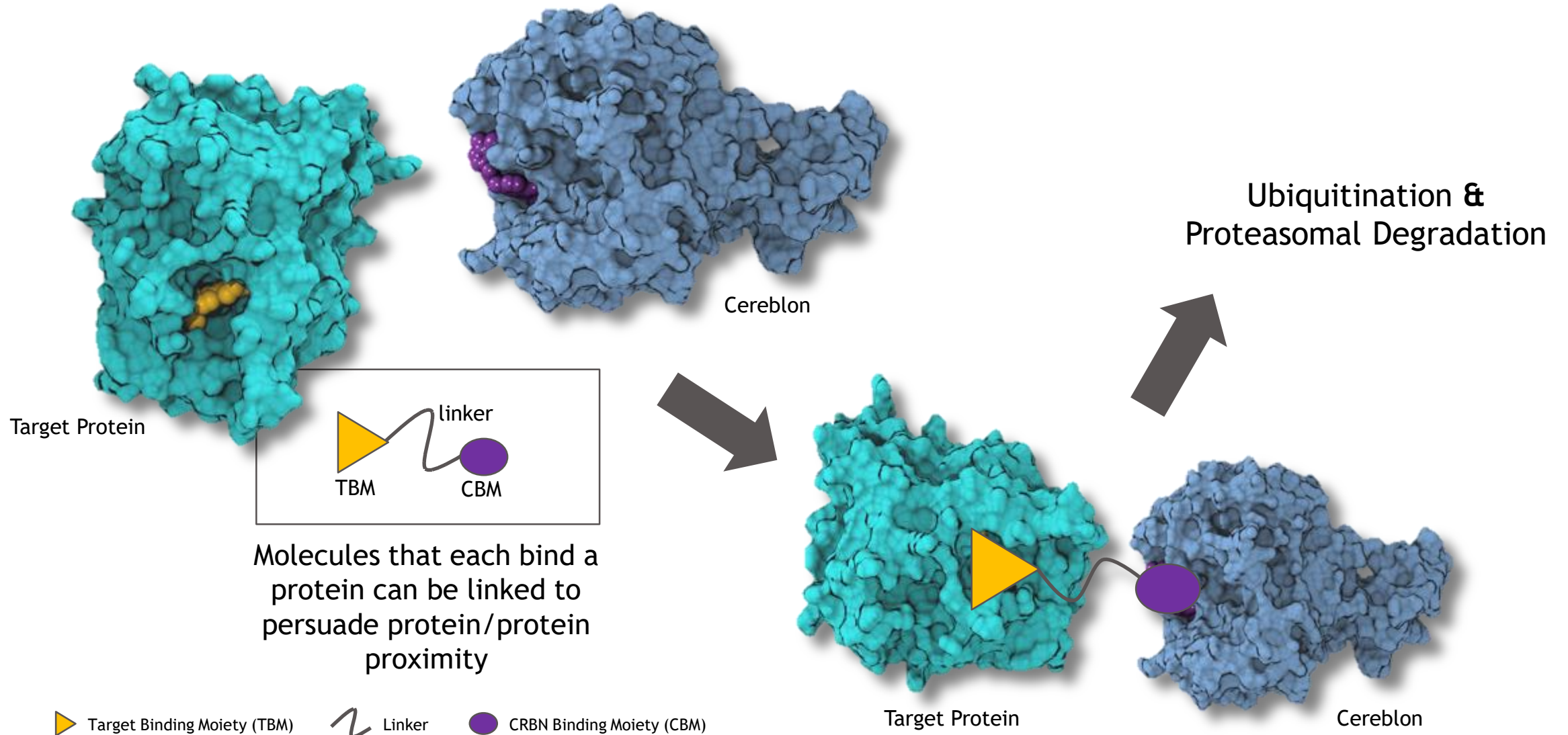
Dose Level D1-5	Responses
2.4 mg (n = 7)	—
3.0 mg (n = 15)	1 CRi
3.6 mg (n = 3)	1 MLFS
3.6 mg with DEX premedication (n = 8)	1 CR, 1 CRi
Total	4



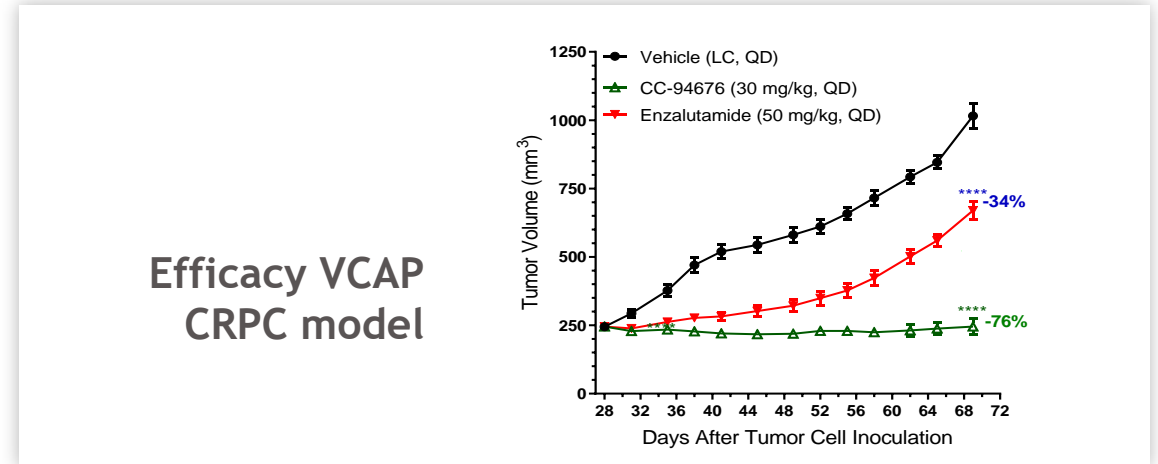
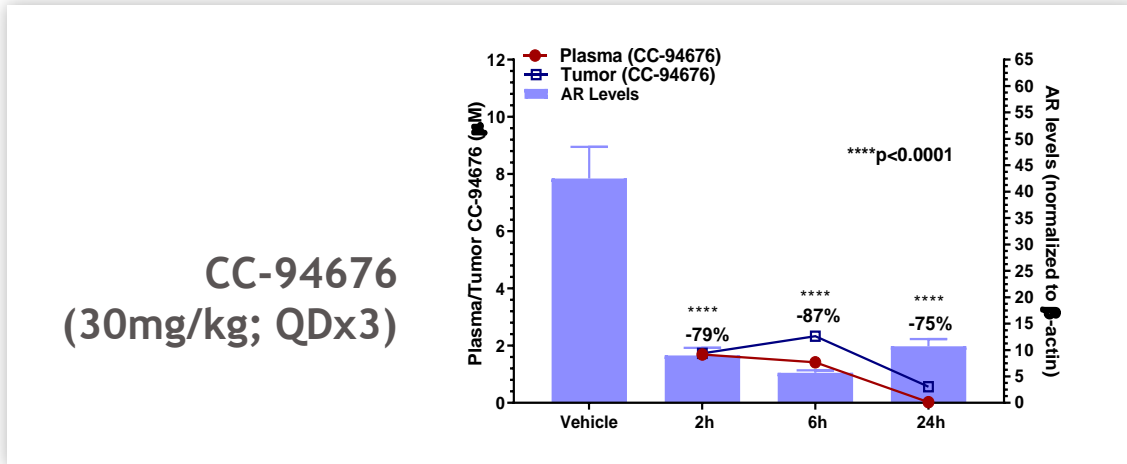
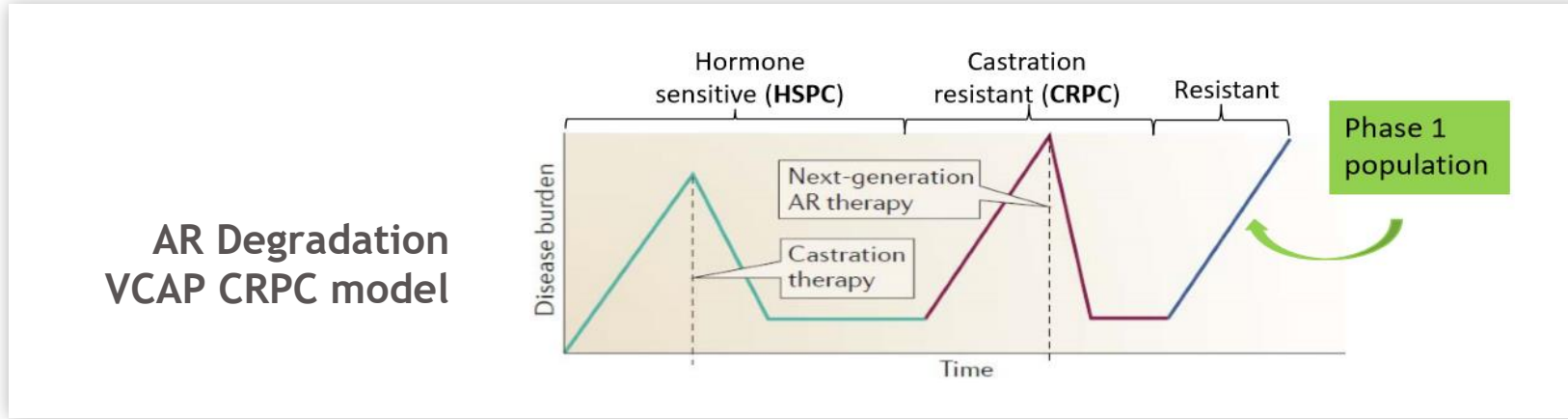
The dose escalation phase ongoing - combination trial initiating

Data are reported for the 34 patients with baseline and post-baseline BM assessments. Change in BM blasts reported are from local pathology lab results and blast percentage from a BM aspirate. When available, BM biopsy results were reported; in 3 cases, results were only available from BM flow cytometry counts. Dose levels marked by * indicate prophylactic steroids were administered prior to CC-90009 infusion. BM: Bone Marrow

Ligand directed degraders exploit cereblon pathway



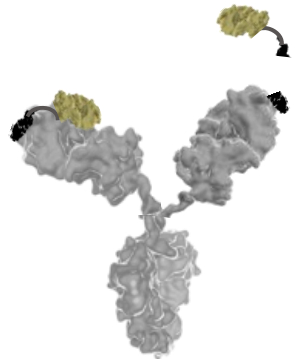
CC-94676: an androgen receptor degrader for castration resistant prostate cancer (CRPC)




IND approved & clinical trial initiated

Advances in protein engineering enables improved biologics for validated and novel targets

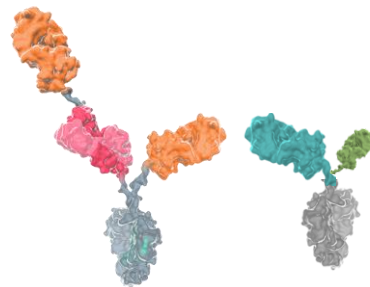
Probodies



Tumor/Tissue activation

CTLA-4
probody  CYTOMX

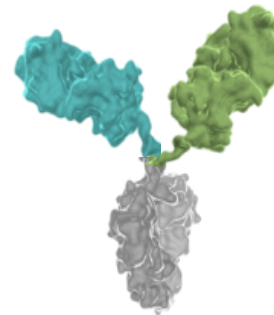
Immune Cell Engagers



Immune cell engagers

NK Cell
T-cell engager  Dragonfly
THERAPEUTICS

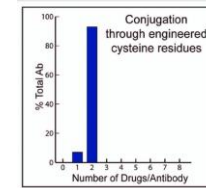
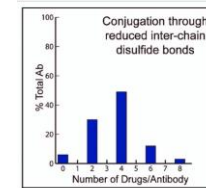
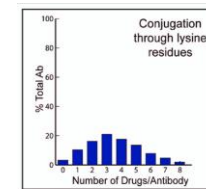
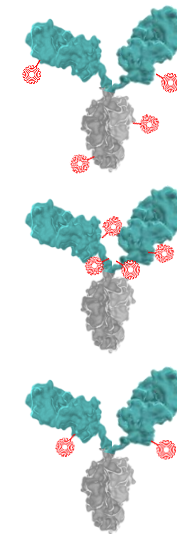
Bi-Specifics



Optimized targeting

Pre-clinical

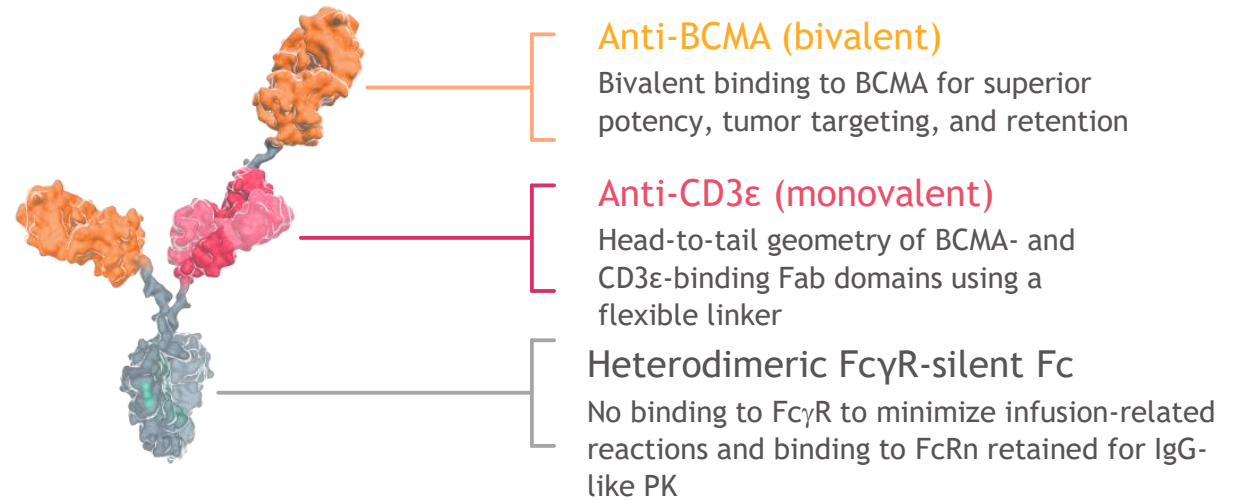
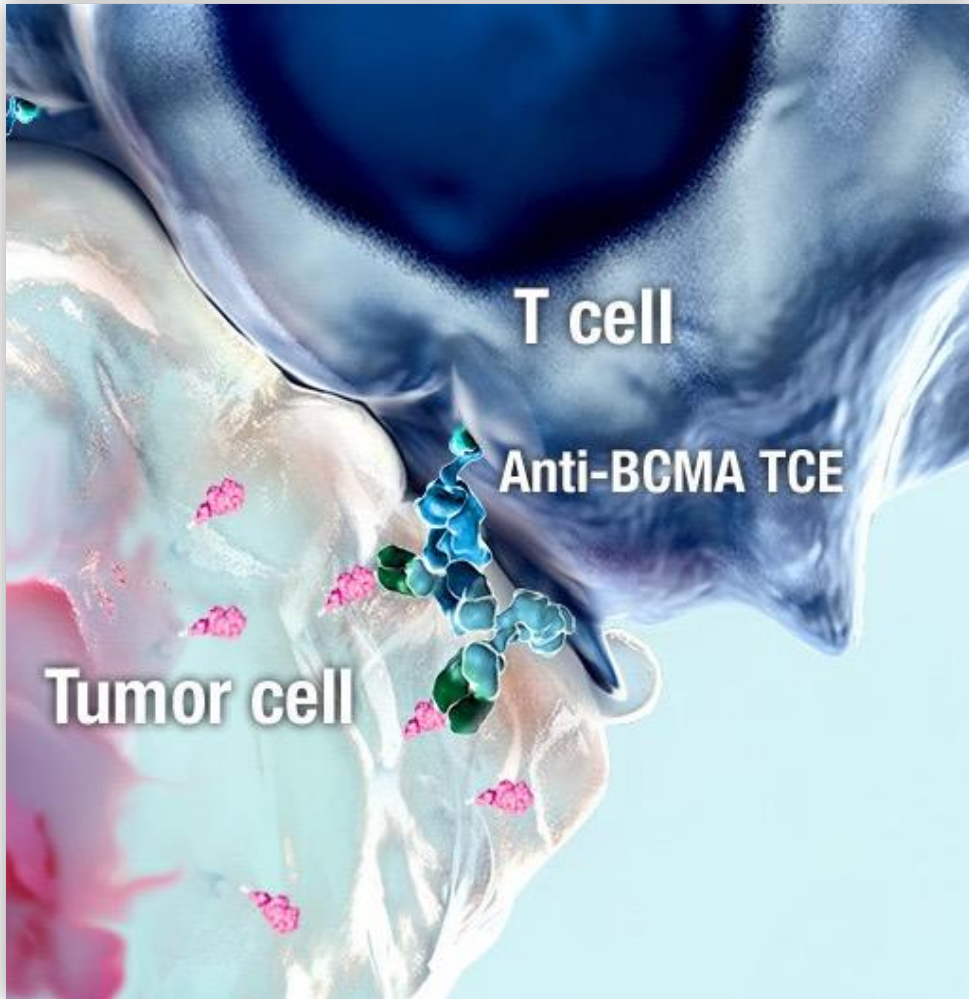
Site Specific ADCs



Improved therapeutic index

BCMA ADC  SUTRO
BIOPHARMA

CC-93269: BCMA-T cell engager for multiple myeloma



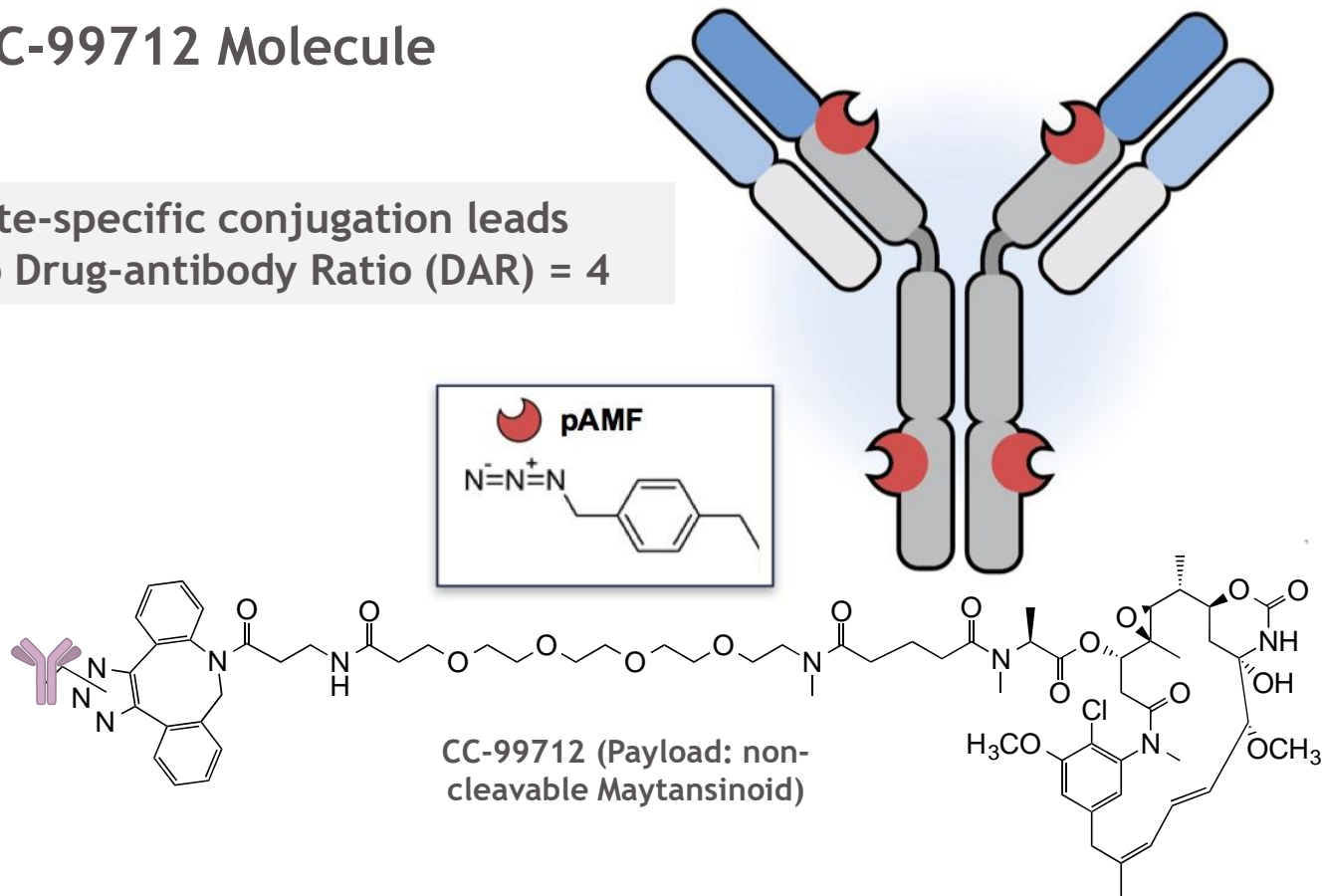
ASH 2019:

Encouraging Phase 1 data for CC-93269 in Multiple Myeloma Reveals T-Cell Engager to Be Safe, Effective

CC-99712: Site specific BCMA-ADC for multiple myeloma

CC-99712 Molecule

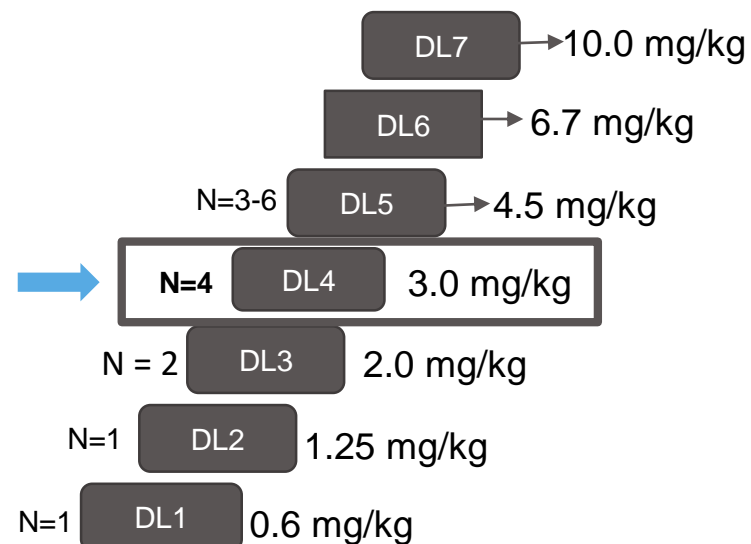
Site-specific conjugation leads to Drug-antibody Ratio (DAR) = 4



CC-99712 (Payload: non-cleavable Maytansinoid)

Control of DAR could be advantageous in terms of patient safety and efficacy

Ongoing Study of Dose Escalation (Q3W)



*Dose escalation ongoing.
Key data will be the therapeutic index vs competitor.*

CAR T strategy to establish leadership

NEAR TERM

- Maximize the opportunity with differentiated medicines
- Drive LCM opportunities

MID TERM

- Optimize current manufacturing technology to reduce turnaround time and improve COGs
- Develop and launch next generation CAR T technology

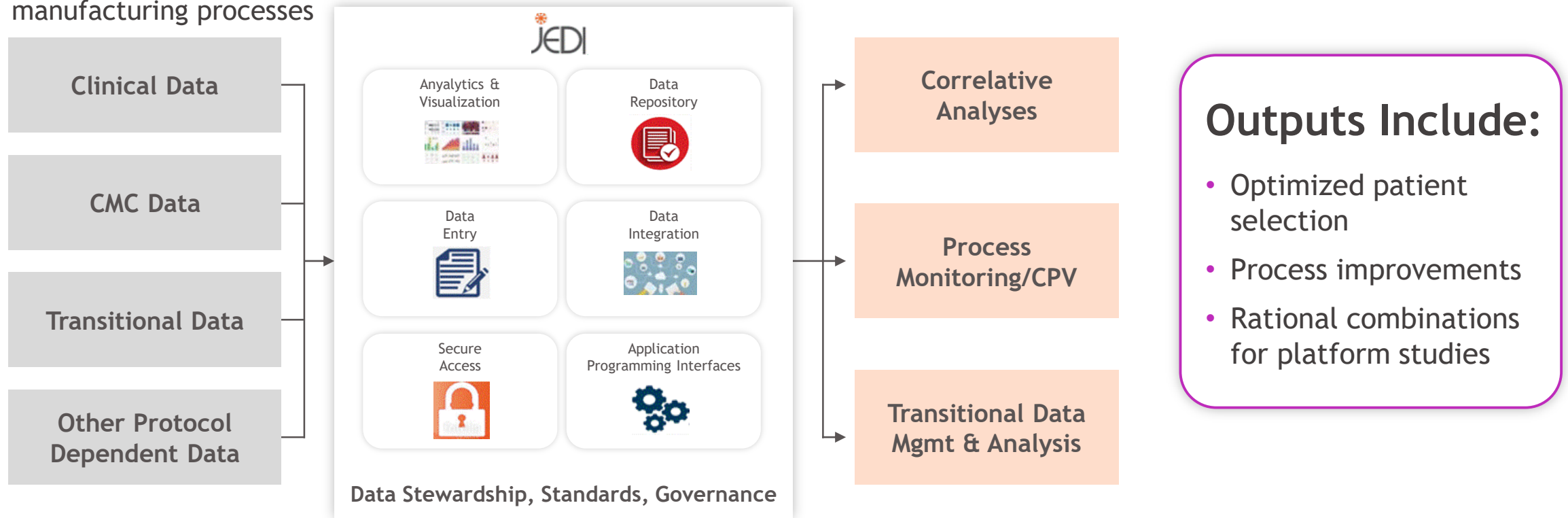
LONG TERM

- Utilize technology to increase durability of response
- Expand into solid tumors through TCR cell therapy
- Develop off the shelf solution through allogeneic/iPSC technology

Translational data in cell therapy is a competitive advantage

Data Integration:

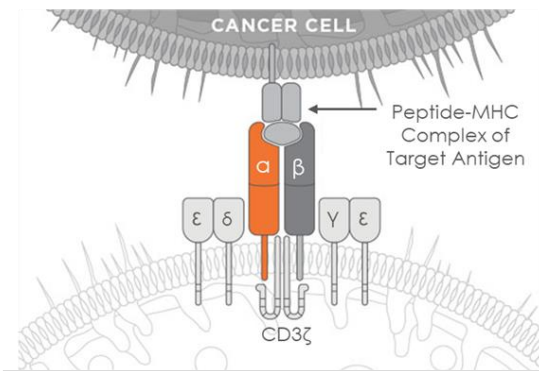
- 1300 patients
- 6 indications
- 11 manufacturing processes



Machine Learning: Unique substrate to optimize cell therapy

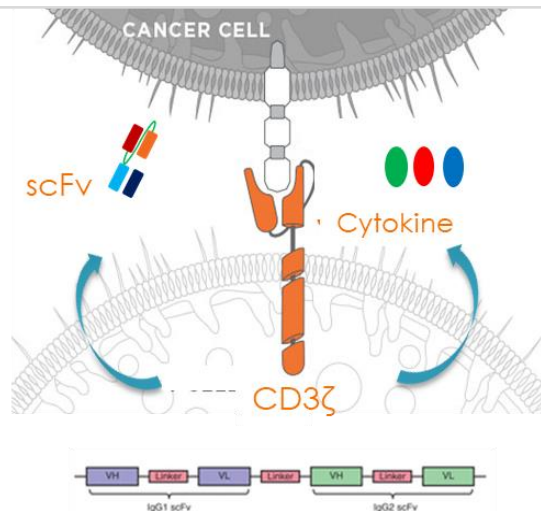
CC-98633 (BCMA NEX-T), CC-97540 (CD19 NEX-T) entering into the clinic

Beyond liso-cel/ide-cel: Future cell therapy pipeline



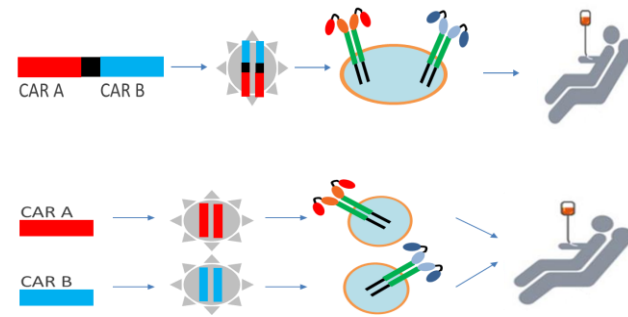
Engineered TCR T Cells for Solid Tumors

Recognizes intracellular targets



CAR T Armed Payload

Overcoming tumor microenvironment resistance

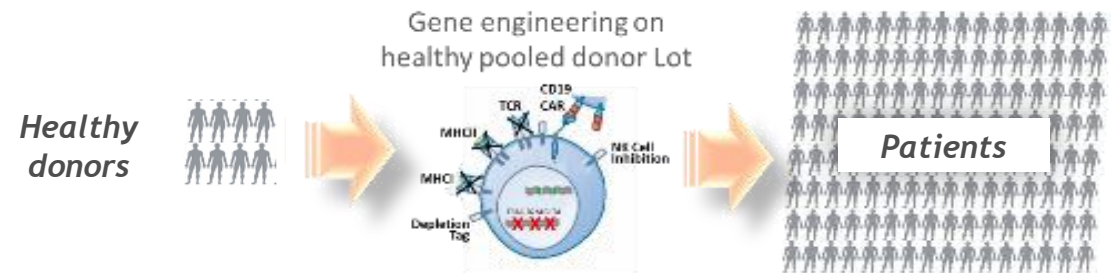


Dual Antigen Targeting CAR Ts

Mitigating antigen loss

Allogeneic CAR T Cells

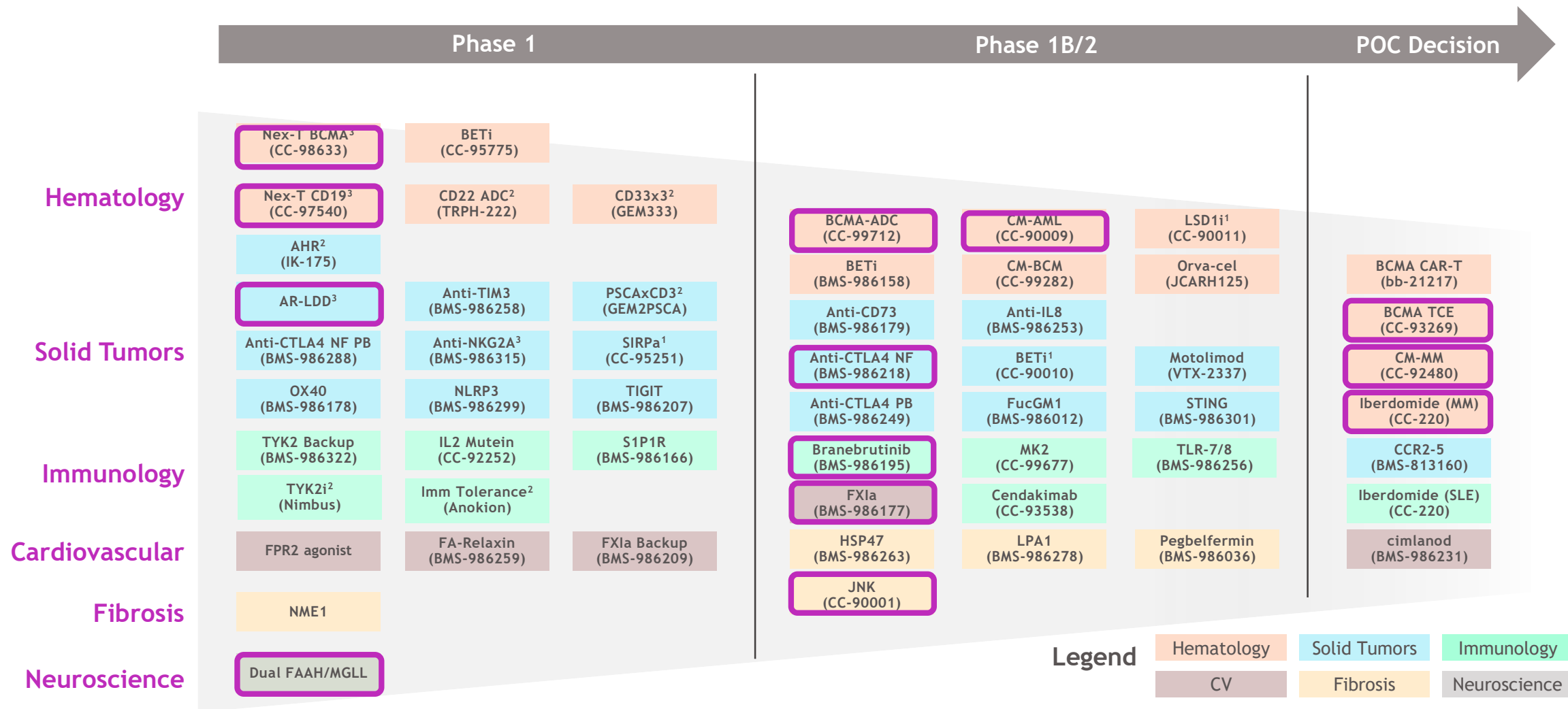
Off the shelf alternative



Enabled through strategic partnering



Phase 1 / Phase 2 Pipeline



Opportunity for >20 POC decisions in the next three years

R&ED well positioned to deliver for the long term

People & Approach

- World class talent with diverse and deep experience
 - Located in hubs of innovation: Cambridge, Bay Area, Seattle, San Diego and Central NJ
 - Differentiated external research model: Neuroscience program delivering
-

Proprietary Datasets and Platforms

- Translational datasets spanning multiple disease areas in cancer, immunology, fibrosis and CV disease
 - Leading drug discovery platforms to access compelling biology including small molecules, protein homeostasis, biologics, cell and gene therapy
-

Pipeline

- Extensive pipeline spanning multiple disease areas - oncology, hematology, immunology, fibrosis, CV disease and neuroscience
- >20 assets with proof of concept decisions over the next three years







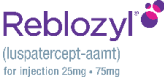





I-O Development



Samit Hirawat

Executive VP
Chief Medical Officer
Global Drug Development

Active Clinical Development Portfolio

	Phase 1		Phase 2		Phase 3 Registrational	Marketed		
Oncology	BETi* (CC-90010) FucGM1 (BMS-986012) Anti-IL8 (BMS-986253) PSCAxCD3** (GEM2PSCA) OX40 (BMS-986178) AR-LDD (CC-94676)	motolimod (VTX-2337) NLRP3 Agonist (BMS-986299) Anti-TIM3 (BMS-986258) STING Agonist (BMS-986301) Anti-CD73 (BMS-986179)	Anti-NKG2A (BMS-986315) Anti-CTLA4 NF Probody (BMS-986288) Anti-TIGIT (BMS-986207) AHR** (IK-175) Anti-SIRPα* (CC-95251)	Anti-CTLA4 Probody (BMS-986249) Anti-CTLA4 NF (BMS-986218)	CCR2/5 (BMS-813160)	bempegaldesleukin (NKTR-214) marizomib linrodostat relatlimab* (anti LAG-3)	  	
Hematology	CELMoD agent (CC-92480) CELMoD agent (CC-90009) BCMA TCE (CC-93269) BCMA ADC (CC-99712) NEX T BCMA (CC-98633)	BETi (CC-95775) BETi (BMS-986158) CELMoD agent (CC-99282) NEX T CD19 (CC-97540)	LSD1 Inhibitor (BMS-90011)* BCMA CAR T (bb21217) CD3x33** (GEM333) CD22 ADC** (TRPH-222)	iberdomide (CC-220) orva-cel (JCARH125)		DNMT Inhibitor (CC-486) ide-cel (BCMA CAR T) liso-cel (CD-19 CAR T)	     	
Cardiovascular	FA-Relaxin (BMS-986259)	FPR-2 Agonist	Factor XIa Inhibitor (BMS-986209)	Factor XIa Inhibitor (BMS-986177)	cimlanod (BMS-986231)			
Immunology	TYK2i** (Nimbus) Imm Tolerance** (Anokion)	IL2 Mutein (CC-92252) TYK2i (BMS-986322)	MK2i (CC-99677) S1P1R Agonist (BMS-986166)	TLR 7/8 Antagonist (BMS-986256)	iberdomide (CC-220) cendakimab (CC-93538)	branebrutinib (BMS-986195)	TYK2 Inhibitor	 
Fibrosis	LPA ₁ Antagonist (BMS-986278)	NME 1		HSP47 (BMS-986263) pegbelfermin (BMS-986036)	JNK Inhibitor (CC-90001)			
Neuroscience	DUAL FAAH/MGLL (CC-97489)							

*In development for solid tumors and hematology; **BMS has an exclusive option to license and/or option to acquire

R&D positioned to maximize pipeline value

Research & Early Development

Drive innovation and bring forward next generation assets



Global Drug Development

Maximize innovation and productivity for late stage and LCM opportunities

INTEGRATED CAPABILITIES TO DRIVE INNOVATION

- Translational medicine, including broad disease profiling
- Industry-leading analytics
- Clinical operations
- Computational Science and AI
- Data sciences
- Project management
- Regulatory

Potential first- and/or best-in-class late stage assets with significant life cycle management opportunities

Immuno-Oncology	
Asset	Tumor Type
Opdivo, Yervoy (anti PD-1, anti CTLA-4)	Bladder
	Esophageal
	Gastric
	Glioblastoma
	Hepatocellular
	Head & Neck
	Melanoma
	Mesothelioma
Relatlimab (anti LAG-3)	Melanoma
	NSCLC
Bempegaldesleukin ⁽¹⁾ (IL-2)	Prostate
	Renal

Hematology	
Asset	Indication
Rebloyzl ⁽²⁾ (EMA)	MDS MF
Iberdomide (CELMoD agent)	MM SLE
CC-486 (DNMTi)	AML AITL
CC-92480 (CELMoD agent)	MM
CC-93269 (BCMA TCE)	MM

Cell Therapy	
Asset	Indication
ide-cel ⁽³⁾ (BCMA CAR T)	MM
liso-cel (CD19 CAR T)	DLBCL
	FL
	CLL MCL
orva-cel (BCMA CAR T)	MM
bb21217 ⁽³⁾ (BCMA CAR T)	MM

Immunology & Fibrosis	
Asset	Indication
TYK2 Inhibitor	Psoriasis
	PsA
	UC
	CD SLE LN
Zeposia (S1P agonist)	UC CD
Cendakimab (anti-IL-13)	EoE
HSP47	Fibrosis
Pegbelfermin (FGF-21)	NASH

Cardiovascular	
Asset	Indication
FXIa Inhibitor ⁽⁴⁾	Thrombotic Disorders

MF = myelofibrosis; MM = multiple myeloma; AML = acute myeloid leukemia; AITL = angioimmunoblastic T-cell lymphoma; PsA = Psoriatic arthritis; UC = ulcerative colitis; CD = Crohn's disease; SLE = systemic lupus erythematosus; LN = lupus nephritis

Broad registrational program across multiple tumors in metastatic and early stage settings

Metastatic Setting

Tumor/Trial	Expected Readout	Tumor/Trial	Expected Readout
1L NSCLC CM-9LA Opdivo + Chemo vs Chemo	ASCO ✓	1L Gastric CM-649 Opdivo + Yervoy, Opdivo + Chemo, vs Chemo	2022
1L RCC CM-9ER Opdivo + Cabo vs Sutent	Positive Topline ✓ Presentation TBD	1L Mesothelioma CM-743 Opdivo + Yervoy vs Chemo	Positive Topline ✓
1L Melanoma CA224-047 Relatlimab + Opdivo vs Opdivo mono	Late 2020 / Early 2021	1L GBM CM-548 Chemo + RadTx + Opdivo vs Placebo	Late 2021
1L Esophageal CM-648 Opdivo+Yervoy vs Cis/5FU; Opdivo + Cis/5FU vs Cis/5FU	2022	1L Melanoma Opdivo + NKTR-214 vs Opdivo	Late 2021 / Early 2022
1L Head & Neck CM-651 Opdivo + Yervoy vs Extreme regimen	2021	1L HCC CM-9DW Opdivo + Yervoy vs Sorafenib/lenvatinib	2022+
1L Bladder CM-901 Opdivo + Yervoy + Chemo vs Chemo	2021 PD-L1+	Prostate (MRPC) CM-7DX Opdivo + Chemo vs Placebo + Chemo	2022+

Early Stage Setting

Tumor/Trial	Expected Readout	Tumor/Trial	Expected Readout
Melanoma CM-915 Opdivo + Yervoy vs Opdivo	2020	HCC CM-9DX Opdivo vs Placebo	2022+
MIBC CM-274 Opdivo vs Placebo	Late 2020 / Early 2021	NSCLC (Adj) ANVIL Opdivo vs Observation	2022+
NSCLC (Neo-Adj) CM-816 Opdivo + Yervoy, Opdivo + Chemo vs Chemo	2020 pCR* 2022+ EFS	Stage 3 NSCLC (Unresectable) CM-73L Opdivo mono, Opdivo + Yervoy vs Infinzi	2022+
Esophageal CM-577 Opdivo vs Placebo	Late 2021 / Early 2022	NSCLC (Peri-Adj) CM-77T Neo-adj Opdivo + Chemo followed by Adj Opdivo, vs Chemo	2022+
Renal CM-914 Opdivo + Yervoy vs Placebo	2022+	MIBC (Peri-Adj) CA017-078 Opdivo + Chemo, Opdivo + IDO + Chemo, vs Chemo	2022+

*Subject to DMC review

Rationale for I-O in early stage disease

Early stage cancer is a **potentially curative** setting

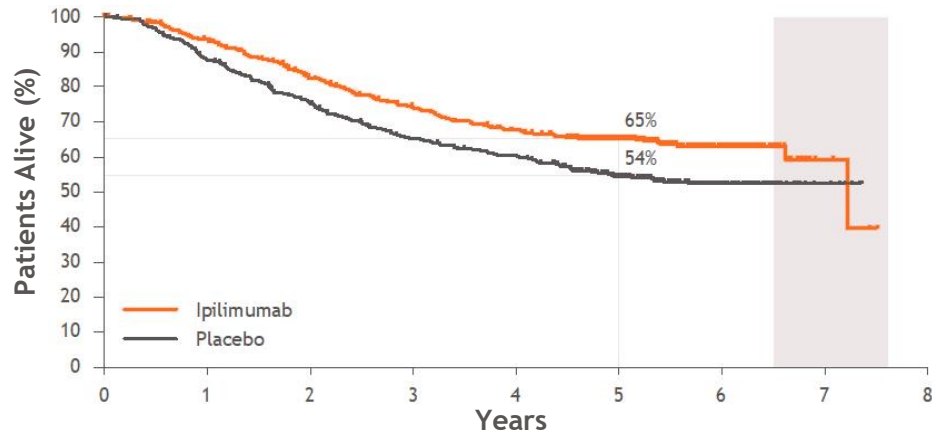
I-O therapy is already proven and well established in **adjuvant melanoma**

I-O may play an important role **more broadly** in early stage disease
(immune system generally more intact in these patients)

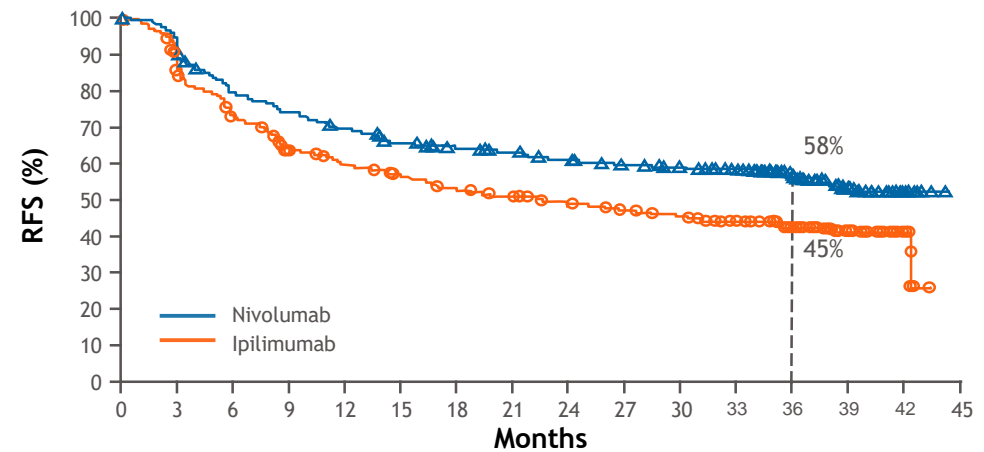
Evidence supporting benefit of PD-1 and CTLA-4 blockade in early stage setting

Melanoma

CA189-029: Yervoy mono vs Placebo (OS HR=0.72)



Checkmate-238: Opdivo mono vs Yervoy (RFS HR=0.68)



Lung

Opdivo demonstrated as monotherapy in neo-adjuvant NSCLC in 2018 NEJM publication

- N=21
- 20 complete resections
- Major pathological response in ~45% resected tumors (N=9), regardless of PD-L1 status

We have a broad early stage registrational program spanning several tumor types

2020	2021	2022+	
<p>Melanoma CM-915 Opdivo + Yervoy vs Opdivo</p>	<p>Esophageal CM-577 Opdivo vs Placebo</p>	<p>NSCLC (Adj) ANVIL Opdivo vs Observation</p>	<p>Stage 3 NSCLC (Unresectable) CM-73L Opdivo mono, Opdivo + Yervoy vs Imfinzi</p>
<p>MIBC (Adj) CM-274 Opdivo vs Placebo</p>		<p>MIBC (Peri-Adj) CA017-078 Opdivo + Chemo, Opdivo + IDO + Chemo, vs Chemo</p>	<p>HCC CM-9DX Opdivo vs Placebo</p>
<p>NSCLC (Neo-Adj) CM-816 (pCR)* Opdivo + Chemo, vs Chemo</p>		<p>Renal CM-914 Opdivo + Yervoy vs Placebo</p>	<p>NSCLC (Peri-Adj) CM-77T Neo-adj Opdivo + Chemo followed by Adj Opdivo, vs Chemo</p>
		<p>NSCLC (Neo-Adj) CM-816 (EFS) Opdivo + Chemo, vs Chemo</p>	

Bladder
Lung
Other

Two approaches to address unmet need in muscle invasive **bladder** cancer

	CM-274	CA017-078
Stage	Adjuvant	Peri-Adjuvant
Active	Opdivo	Opdivo + Chemo, Opdivo + IDO + Chemo
Comparator	Placebo	Chemo
Patients (n)	700	1200
Endpoints	Primary: DFS; Secondary: OS	pCR, EFS
Timing	2H 2020 /early 2021	2022+

Multiple opportunities in early stage lung cancer

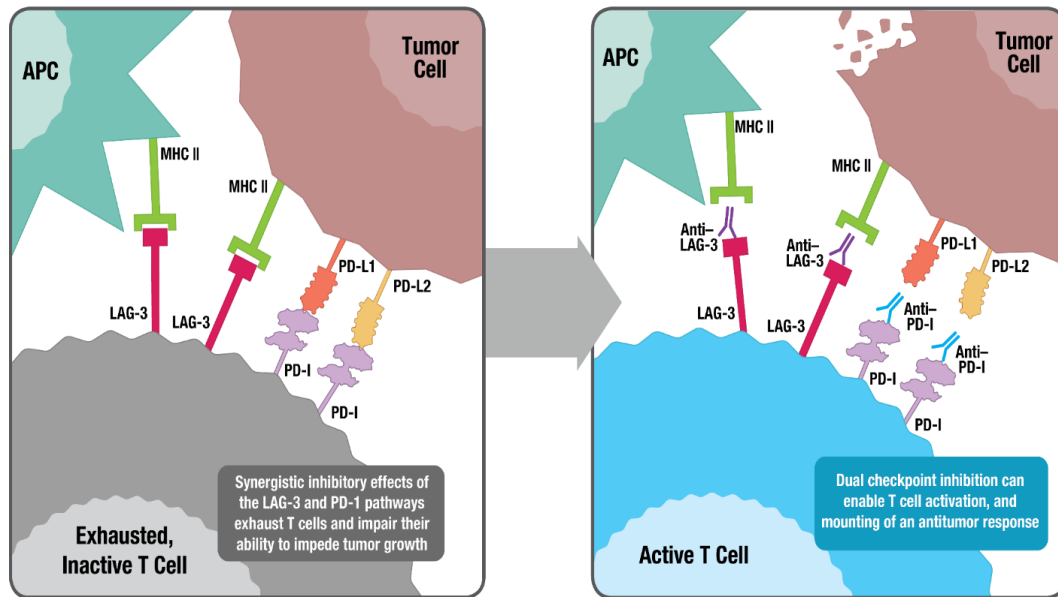
- ✓ Across neo-adjuvant, adjuvant, and peri-adjuvant settings
- ✓ Both mono and combination approaches

	CM-816	ANVIL	CM-77T	CM-73L
Stage	Neo-Adjuvant	Adjuvant	Peri-Adjuvant	Stage III Unresectable
Active	Opdivo + Chemo	Opdivo	Neo-adj Opdivo + Chemo; Adj Opdivo	CCRT + Opdivo, followed by Opdivo + Yervoy or Opdivo mono
Comparator	Chemo	Observation	Chemo	CCRT followed by durvalumab
Patients (n)	350	650	452	1400
Endpoints	EFS, pCR	OS, DFS	EFS	PFS, OS
Timing	2H 20 (pCR)*, 2022+ (EFS)	DFS, OS 2022+	2022+	2022+

*subject to DMC review

Relatlimab: LAG-3 pathway potentially complementary to PD-1

Mechanism of Action



Trial design

1L Melanoma
N=700

Randomization 1:1

Active Arm
Nivo & Rela

Comparator Arm
Nivo Mono

Endpoints

Primary: PFS
Secondary: OS,
ORR, DOR

- T-cell checkpoint associated with T-cell exhaustion
- Data expected later this year/early next for Ph 2/3 study in metastatic melanoma
- Prepared to pivot quickly to a broader LCM program where data suggest benefit

Bempeg: Additional next generation opportunity

Bempegaldesleukin (IL-2)

- Pegylated IL-2 (NKTR-214) partnered with NEKTAR Therapeutics
- 5 registrational studies combining Bempeg & Nivo in Melanoma, Renal and Bladder
- First data expected 2H 2021

5 registrational studies:

- CA045-001 1L Melanoma¹
- CA045-002 1L RCC²
- CA045-009 MIBC¹
- CA045-012 1L UC²
- CA045-022 Adj Melanoma²
(planned to begin later this year)

¹ BMS-run study; ² Nektar-run study

I-O Development Summary

Opdivo & Yervoy:

- Significant life cycle management opportunities across multiple tumors
 - Broad early stage registrational program
-

Next generation I-O assets:

- Two programs with potentially registrational data

I-O Commercial



Chris Boerner

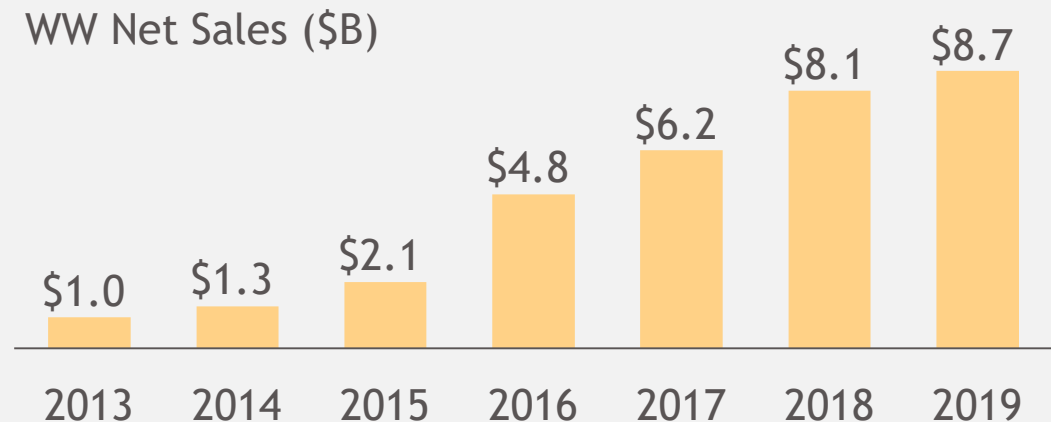
Executive VP

Chief Commercialization Officer

I-O: History of strong commercial execution

Immuno-Oncology (I-O) Net Sales

WW Net Sales (\$B)



BMS as a SoC	1L mMel	Adj. Mel	1L RCC	2L RCC	2L NSCLC	2L HCC
	✓	✓	✓	✓	✓	✓

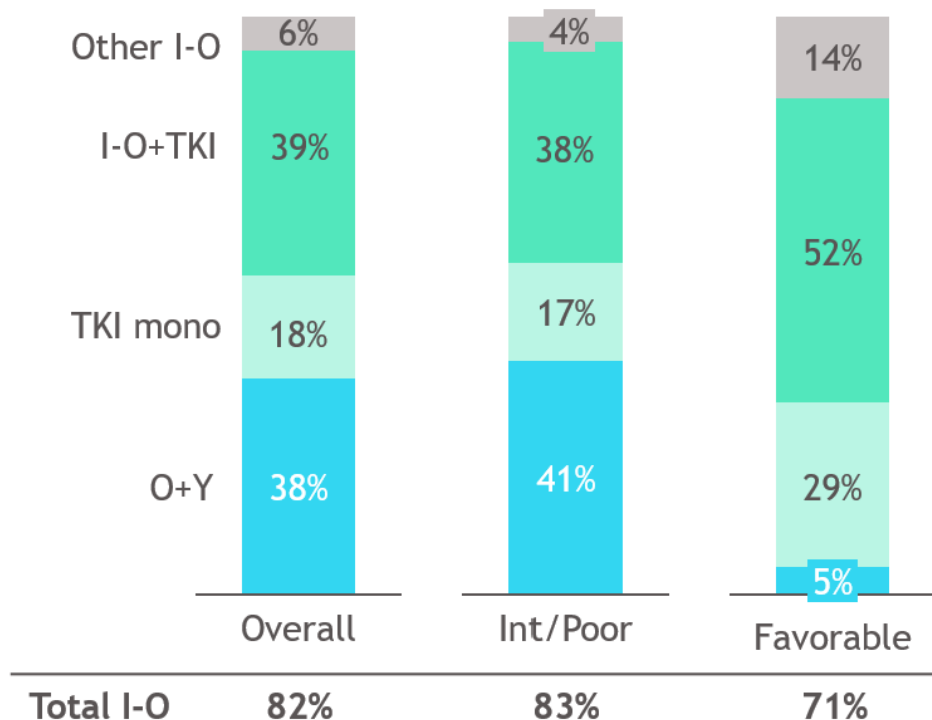
- Successfully executed 23 launches across I-O portfolio
- Established BMS I-O as a standard of care in 9 tumors
- Holding leadership in core tumors despite intense competition

...with continued growth potential

	✓ - Existing Indication				✓ - New Opportunity	
	Metastatic				Early	
Melanoma	✓	✓	✓	✓	✓	✓
Lung	✓	✓	✓	✓	✓	✓
RCC	✓	✓	✓	✓	✓	
H&N	✓	✓				
Bladder	✓	✓	✓		✓	✓
Gastric/Eso	✓	✓	✓		✓	
HCC	✓	✓			✓	
CRC	✓	✓				
Others		✓	✓	GBM	✓	Breast

Important expansion opportunity for Opdivo in 1L Renal

Current 1L RCC Market



Dual IO

- Remains a standard of care
- Recent strengthening in share
- Physician use driven by appreciation of differentiated survival
 - 52% OS at 42 months
 - stable HR at 0.66

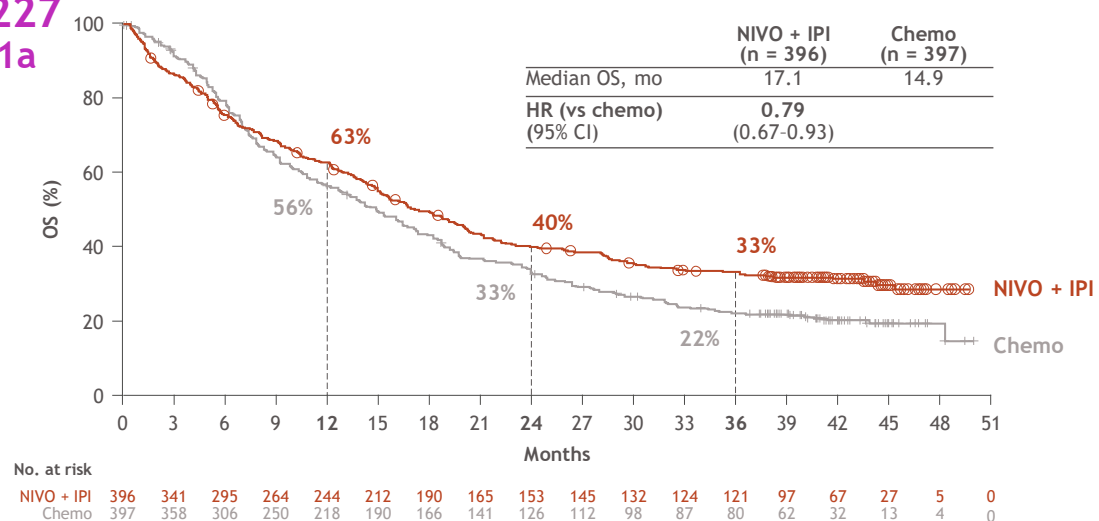
Opdivo + TKI (CM-9ER)

- Competitive profile vs. other TKI combinations
- OS HR =0.60, PFS HR =0.51
- Opportunity to expand Opdivo use across all risk groups, sourced from:
 - TKI mono therapy
 - Existing I-O TKI combos

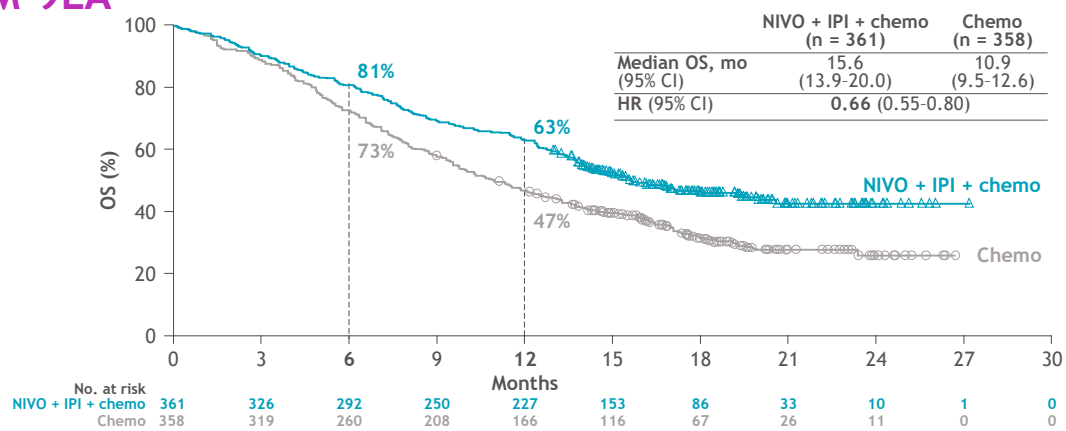
Source: IQVIA BrandImpact as of 5/15/2020

Important role for Dual I-O in 1L Lung

CM-227 Part 1a



CM-9LA



Minimum follow-up: 12.7 months

Dual IO now approved in 1L lung

- Established SOC in melanoma and renal across community and academic centers
- 2/3 Yervoy usage in the community

Two complementary 1L lung opportunities

- CM-227** 1/3 of patients still alive, and ~40% of responders still responding after 3 years
- CM-9LA** Early part of the curve addressed with limited chemo
 - OS HR improving with increased follow-up
 - Consistent benefit across histology & PD-L1 status

Significant unmet need in PD-L1 negative and squamous populations




Opportunity in early stage and adjuvant

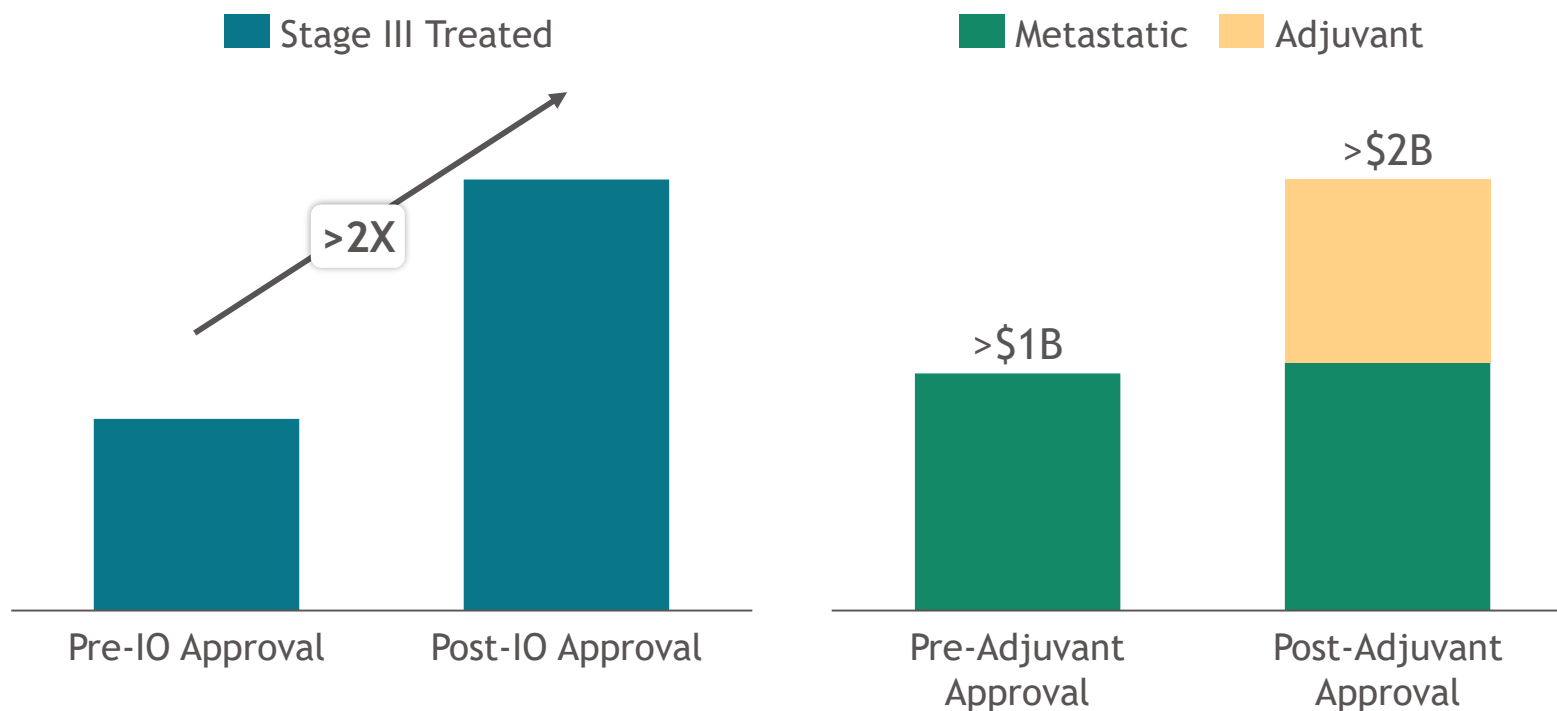
Early Stage represents significant portion of cancer incidence

Significant opportunity to expand treatment rates

Early Stage significantly expands total opportunity size

Example based on BMS adjuvant experience in Melanoma in the US

	Early Stage Pts. (% of incident pts)	Current SoC
 Lung	37%	Surgery Chemo I-O
 RCC	85%	Nephrectomy
 Bladder	95%	Cystectomy BCG Chemo



Continued growth opportunities for BMS Oncology

Current Business • Provides foundation for future growth

Near-term Launch Opportunities • Important near-term opportunities in the Metastatic setting

- Dual I-O in 1L lung based therapy with CM-227 & CM-9LA
- Additional opportunities to expand Opdivo, e.g. CM-9ER

Future Growth Catalysts • Significant opportunity to broaden use of I-O in early stage disease

- Multiple data reads expected over next 2-3 years

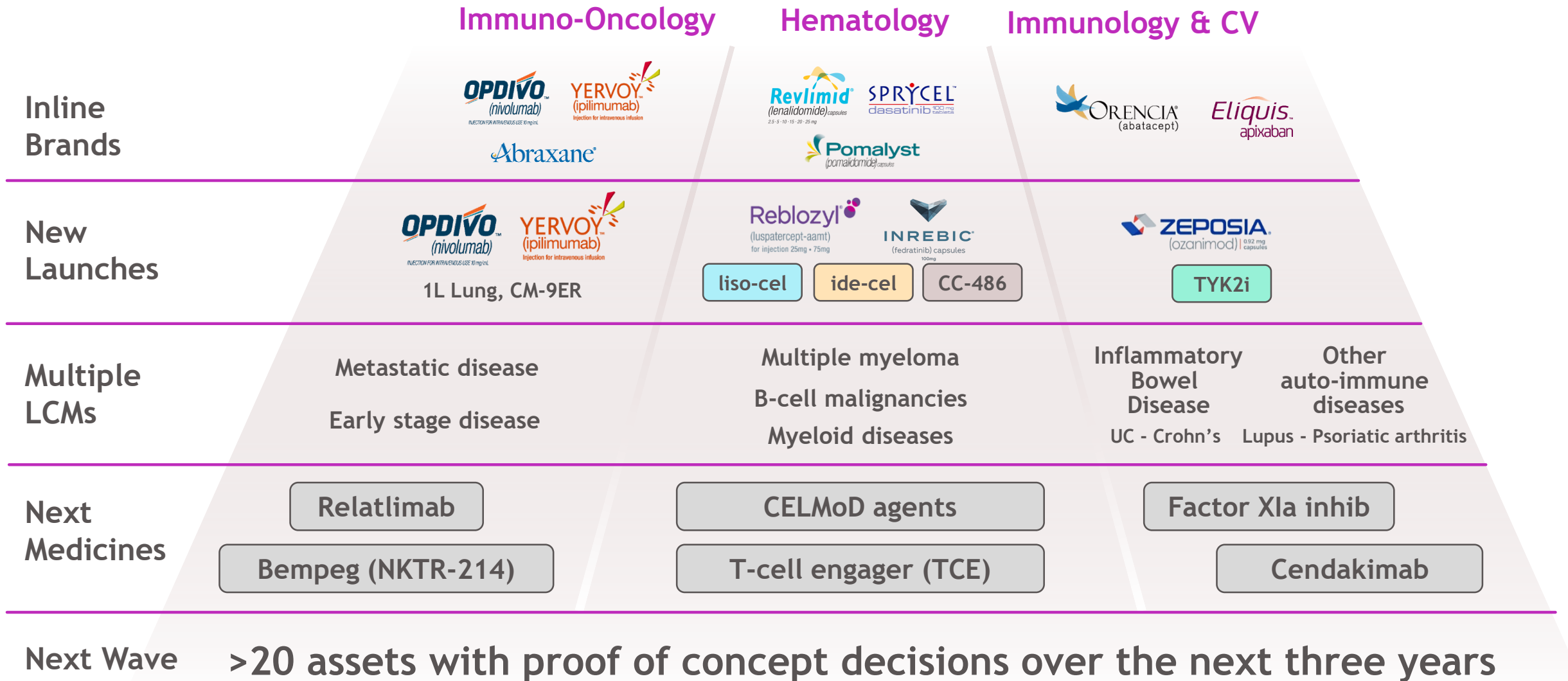
Investor Series



Giovanni Caforio

Chairman and
Chief Executive Officer

Deep portfolio for continued innovation across key therapeutic areas of focus



Reminder of what's next

Part 1

Early Pipeline
Immuno-Oncology

Today
June 22nd

Part 2

Hematology

NEXT:
June 25th

Part 3

Immunology
Cardiovascular

Coming:
June 26th

Q&A



Giovanni Caforio, M.D.
Chairman,
Chief Executive Officer



Chris Boerner, Ph.D.
Executive VP,
Chief Commercialization Officer



David Elkins
Executive VP,
Chief Financial Officer



Samit Hirawat, M.D.
Executive VP,
Chief Medical Officer,
Global Drug Development



Nadim Ahmed
Executive VP,
President, Hematology



Rupert Vessey, M.A., FRCP, D.Phil
Executive VP,
President, Research & Early Development