

# JP Morgan Presentation

January 10, 2022



Transforming patients' lives  
through science™



# Forward Looking Statements 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.

This presentation includes certain non-generally accepted accounting principles (GAAP) financial measures that we use to describe our company's performance. The non-GAAP information presented provides investors with additional useful information but should not be considered in isolation or as substitutes for the related GAAP measures. Moreover, other companies may define non-GAAP measures differently, which limits the usefulness of these measures for comparisons with such other companies. We encourage investors to review our financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure.

Also note that a reconciliation of forward-looking non-GAAP financial measures, however, is not provided due to no reasonably accessible or reliable comparable GAAP measures for such statements and the inherent difficulty in forecasting and quantifying such measures that are necessary for such reconciliation. Namely, we are not able to reliably predict the impact of certain specified items or currency exchange rates beyond the next twelve months. As a result, the reconciliation of these non-GAAP measures to the most directly comparable GAAP measures is not available without unreasonable effort. In addition, the company believes such a reconciliation would imply a degree of precision and certainty that could be confusing to investors. The variability of the specified items may have a significant and unpredictable impact on our future GAAP results.

# Strong Replacement Power Drives Growth Through the Decade

Expect growth through the decade

Powerful drivers underpin our growth

Continuing strong execution



# Our Strategic Foundation

A differentiated biopharma company focused on innovative medicines for patients with cancer and other serious diseases

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**BEST OF BIOTECH**

**BEST OF PHARMA**

- Leading scientific innovation
- Collaborating at center of the biotech ecosystem
- Leveraging global scale and agility
- Driven by the best people

# Our Journey of Transformation

2007 – 2013

2014 – 2018

Today

## BioPharma Strategy Introduced

- Selective acquisitions and divestitures
- Focused exclusively on innovative medicines

## Focus on Specialty Medicines

- Pioneering Immuno-Oncology
- Divested diabetes business

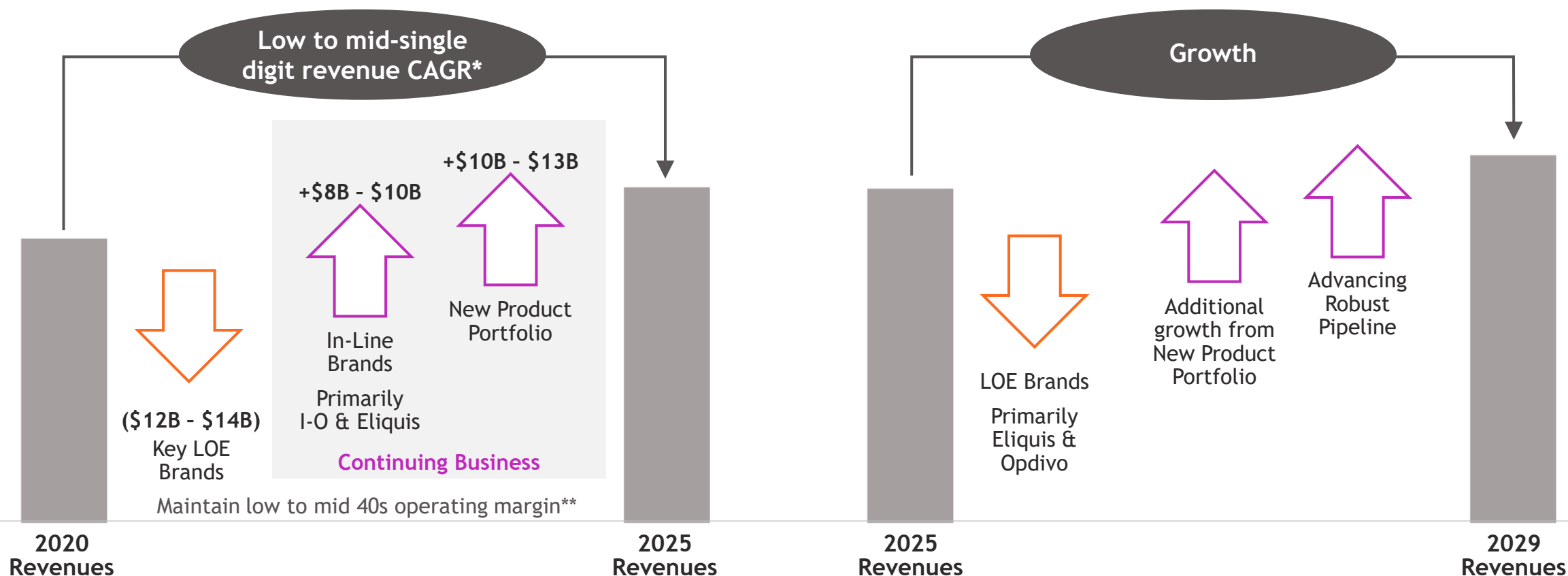
## Renewing the Portfolio

- Deepening innovation engine
- New product portfolio launches

# Driving Growth Through the Decade – A Closer Look

## Growth 2020 - 2025

## Growth 2025 - 2029



## Additional **Optionality** from Disciplined Business Development

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# Multiple Growth Drivers – More than Offset LOEs

## 1. Drive Growth of New Product Portfolio

**\$25B+**

NRA revenue potential in 2029



## 2. Launch Mid to Late-Stage Pipeline

iberdomide

CC-92480

milvexian

BCMA TCE

bempeg

cendakimab

FR $\alpha$  ADC



## 3. Advance Early-Stage Pipeline

**50+**  
assets



## 4. Leverage Financial Strength

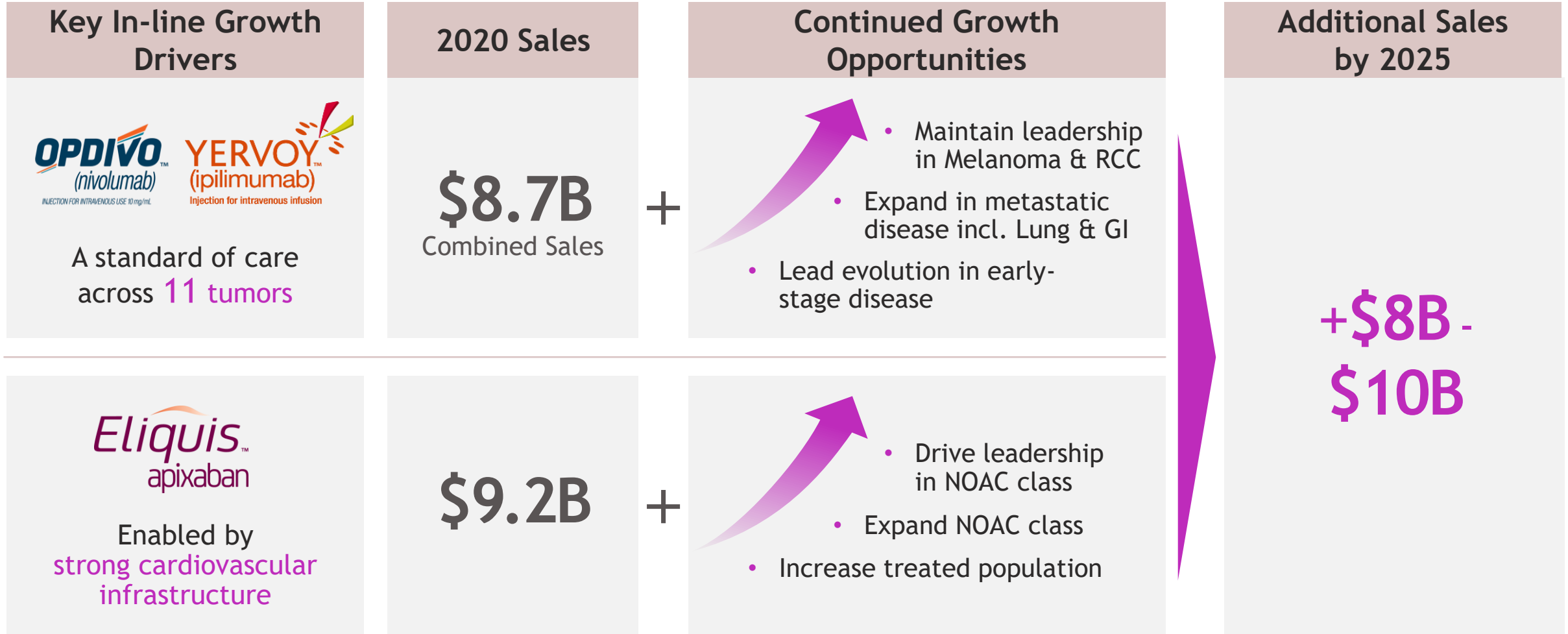
**\$45B - \$50B**  
free cash flow\*  
2022-2024



Foundation of key in-line brands ~\$8B - \$10B of growth from 2020 - 2025



# Foundation of Key In-line Brands Contribute \$8B - \$10B Growth from 2020-2025

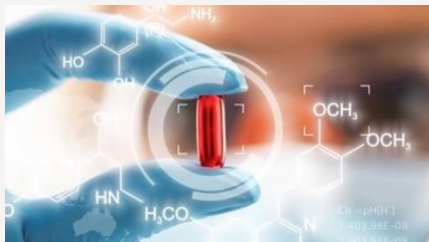


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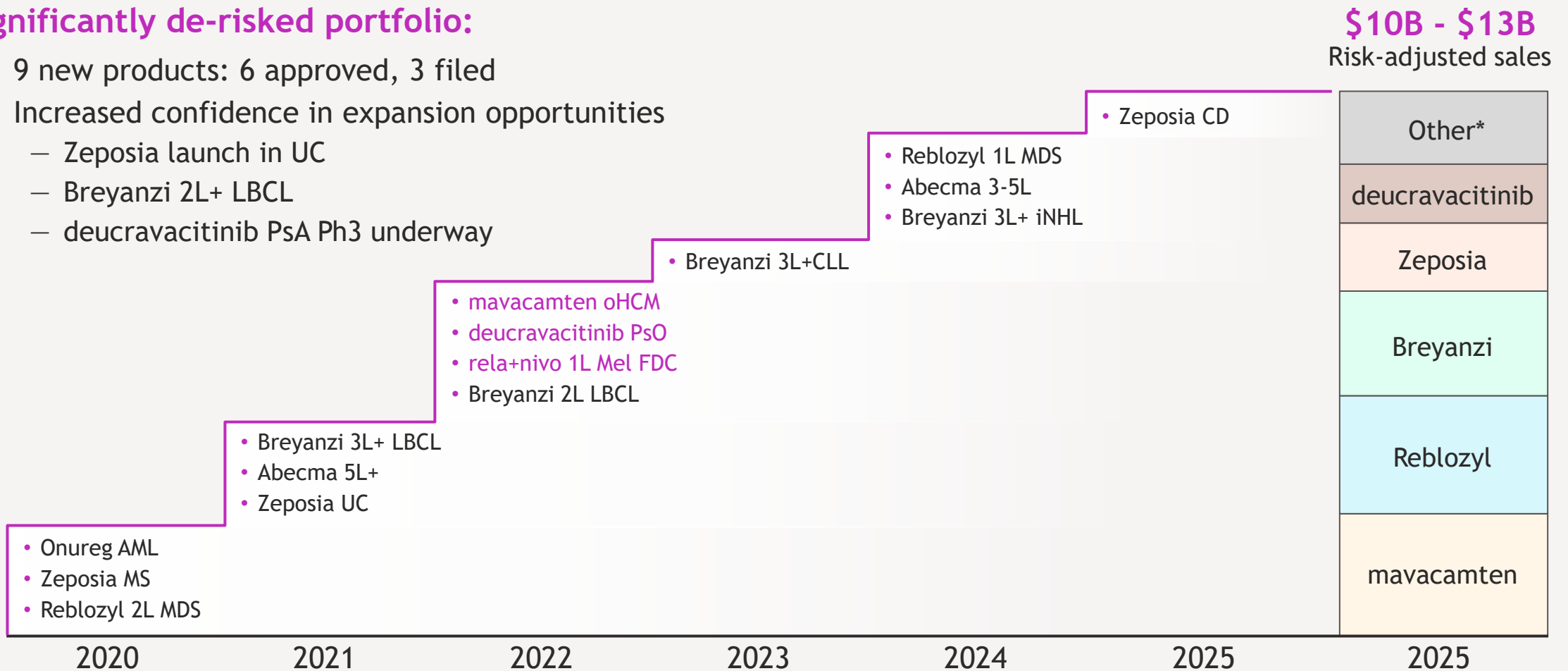


Foundation of key in-line brands ~\$8B - \$10B of growth from 2020 - 2025

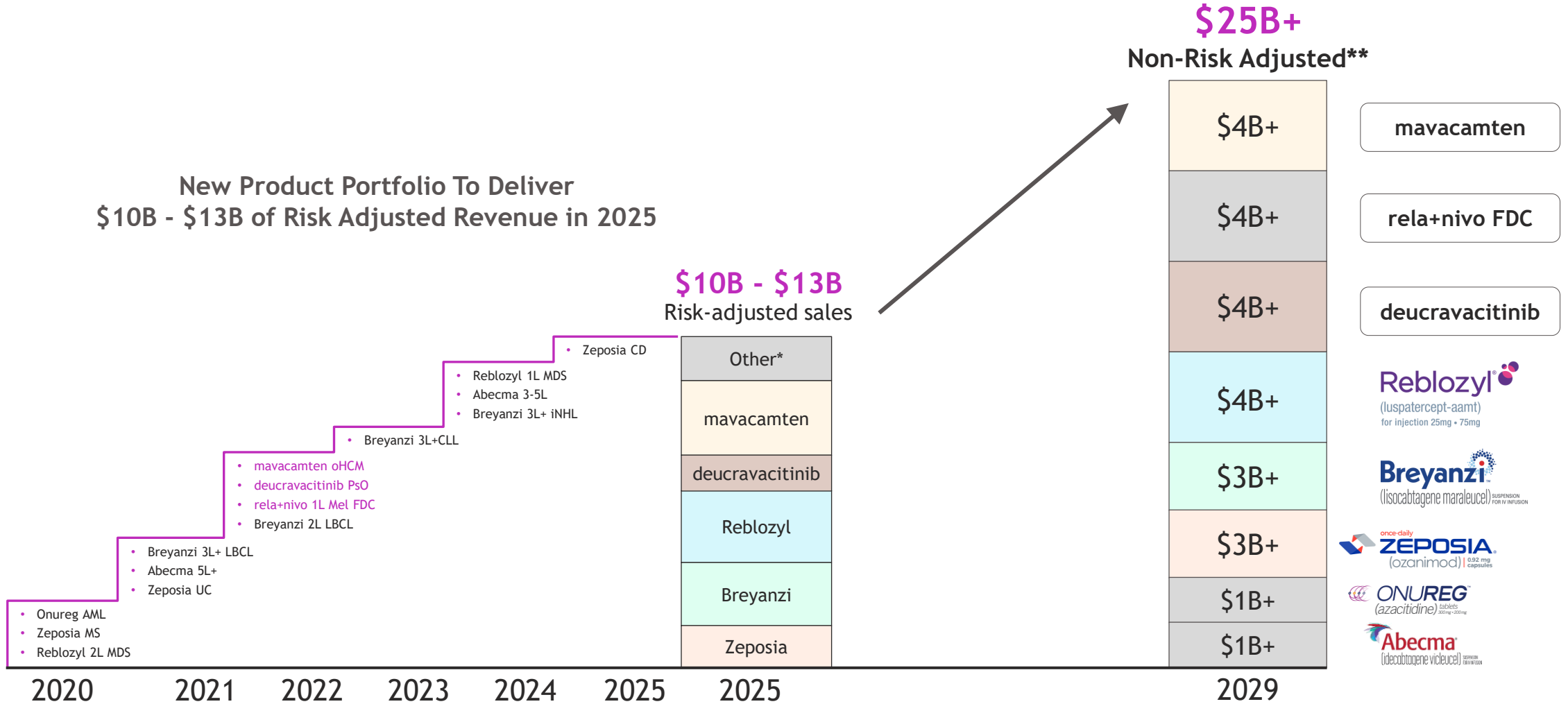
# New Product Portfolio To Deliver \$10B - \$13B of Risk Adjusted Revenue in 2025

## Significantly de-risked portfolio:

- 9 new products: 6 approved, 3 filed
- Increased confidence in expansion opportunities
  - Zeposia launch in UC
  - Breyanzi 2L+ LBCL
  - deucravacitinib PsA Ph3 underway



# Significant Growth By 2029 – \$25B+ NRA Revenue Potential



# Reblozyl: Differentiated Medicine for Anemia

## — \$4B+ Opportunity

**Reblozyl**<sup>®</sup>

(luspatercept-aamt)  
for injection 25mg • 75mg

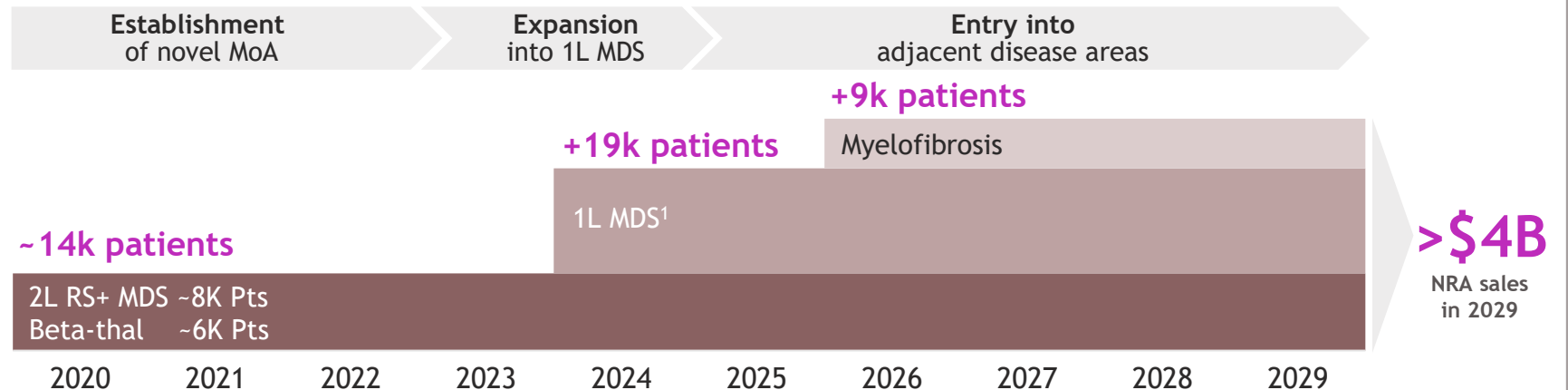
Mavacamten

Deucravacitinib

Rela+Nivo FDC

### Opportunity to Drive Growth in Current Indications:

- Increase share in ESA refractory population
- Increase adherence
- More frequent monitoring & earlier switching from ESA failures (NCCN update)



# Mavacamten: First-in-Class Medicine Treating Underlying Disease in Hypertrophic Cardiomyopathy – \$4B+ Opportunity

Reblozyl<sup>®</sup>

(luspatercept-aamt)  
for injection 25mg • 75mg

Mavacamten

Deucravacitinib

Rela+Nivo FDC

## Unmet Need:

- Physicians recognize need for options that address underlying disease vs. treat symptoms
- Desire by patients & physicians to improve cardiac function and quality of life

HCM patient population **1.3M** patients<sup>1</sup>

Significant HCM pts with obstructive disease (requiring chronic treatment) **60-70%**

Opportunity to increase diagnosis rate over time	Today	Future	% Pts Symptomatic
	<b>20-25%</b>	<b>Roughly double</b>	

Opportunity to drive significant penetration with a strong profile based on EXPLORER-HCM

### Favorable landscape

- No current treatment that treats underlying condition
- No differentiated competitors on horizon
- Concentrated prescriber base at launch

+ nHCM & additional expansion indications

**>\$4B**  
NRA sales in 2029

Filed in the U.S. & EU; U.S. PDUFA April 28, 2022

# Deucravacitinib: Selective Inhibitor of TYK2 with Potential Across Multiple Immune-Mediated Diseases – \$4B+ Opportunity

**Reblozyl**<sup>®</sup>

(luspatercept-aamt)  
for injection 25mg • 75mg

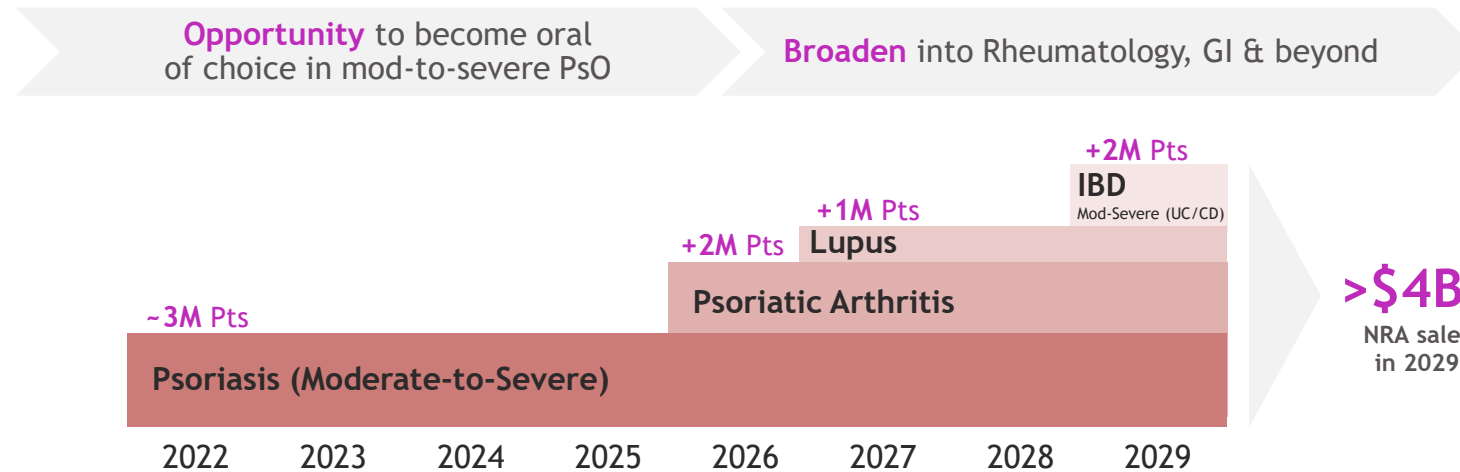
Mavacamten

**Deucravacitinib**

Rela+Nivo FDC

## Opportunity to Establish Deucravacitinib as Oral of Choice Therapy in PsO:

- Novel TYK2 inh. with biologic-like efficacy superior to existing oral standard of care (SoC)
- Favorable safety and tolerability profile



Filed in the U.S., EU & Japan; U.S. PDUFA September 10, 2022

# Relatlimab+nivolumab: First in Class LAG-3 + PD-1 Inhibitor

— \$4B+ Opportunity

Reblozyl®  
(luspatercept-aamt)  
for injection 25mg • 75mg

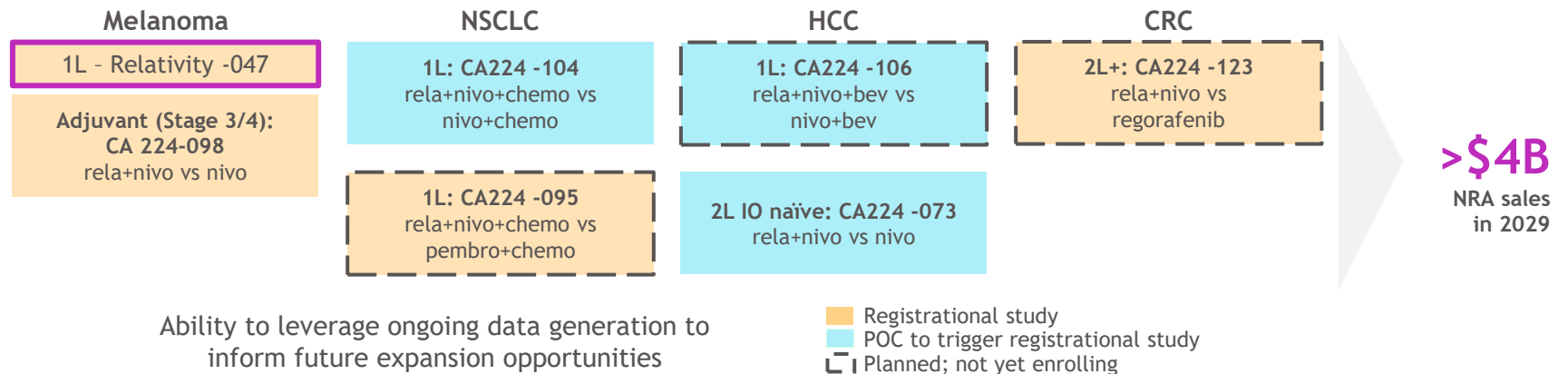
Mavacamten

Deucravacitinib

Rela+Nivo FDC

## Opportunity for relatlimab + Opdivo to be 1<sup>st</sup> Fixed-dose Combination (FDC) Therapy of Novel LAG-3-blocking Antibody + Anti-PD1

- Near-term launch opportunity in 1L metastatic melanoma
  - Demonstrated statistically significant & clinically meaningful benefit over Opdivo monotherapy
- Broad expansion program has potential to extend durability of I-O franchise



Filed in U.S. & EU; U.S. PDUFA March 19, 2022

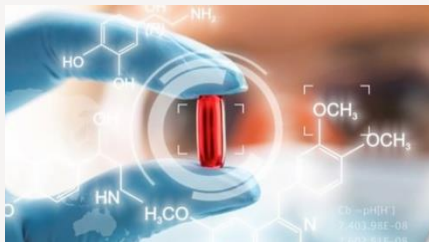


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## 2. Launch Mid to Late-Stage Pipeline

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CC-92480

milvexian

BCMA TCE

bempeg

cendakimab

FR $\alpha$  ADC



## 3. Advance Early-Stage Pipeline

**50+**

assets



## 4. Leverage Financial Strength

**\$45B - \$50B**

free cash flow\*  
2022-2024



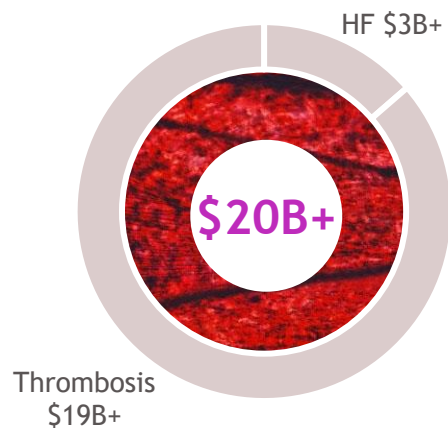
Foundation of key in-line brands ~\$8B - \$10B of growth from 2020 - 2025

# Focused on Disease Areas with Large Commercial Potential

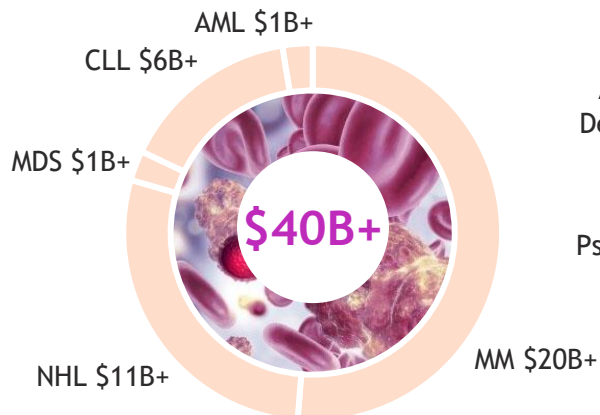
**Significant**  
Commercial Potential

**50+**  
Early-Stage Assets

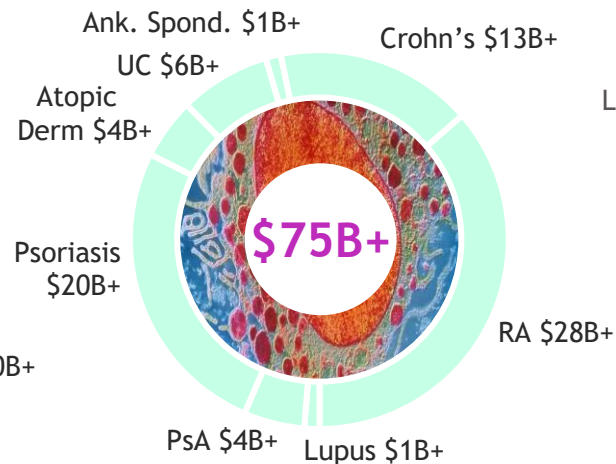
## Cardiovascular



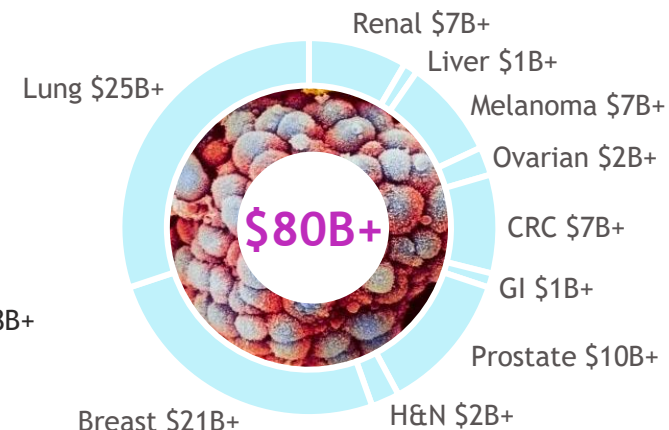
## Hematology



## Immunology



## Solid Tumor Oncology



## 7 Mid to Late-Stage Pipeline Assets

milvexian

BCMA TCE

iberdomide

CC-92480

cendakimab

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FR $\alpha$  ADC

# Milvexian: Significant Opportunity for Next Generation Anti-Thrombotic - \$5B+ Opportunity

## Capitalizing on the Opportunity

Substantial **unmet need** persists in thrombotic diseases

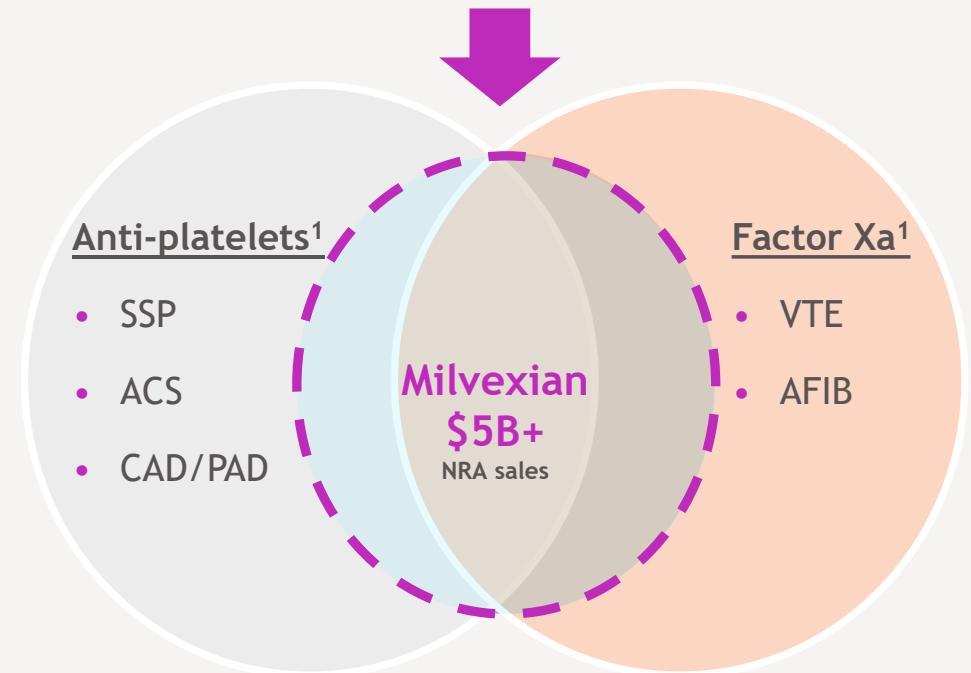
Opportunity to **improve outcomes** for patients on existing treatments

TKR Phase 2 data demonstrate **differentiated** anti-thrombotic profile

**SSP data** expected 1H 2022

**Registrational program** planning in progress

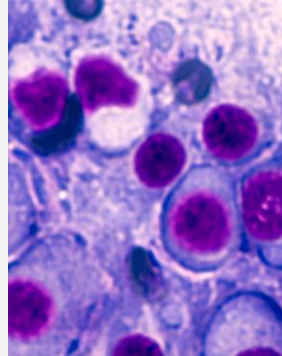
## Potential Universe of Indications



<sup>1</sup>Represents indications with majority of usage

**Optionality** for Ph3 program pending SSP Ph2 results

# CELMoD Agents Have the Potential to Replace the Current Foundation of Care



Continue to improve oral backbone treatment and **leadership in multiple myeloma**

CELMoD agents: **more potent** degraders of cereblon

iberdomide

CC-92480

## iberdomide vision

Replace Revlimid as foundation of frontline multiple myeloma treatment

1L

2L

3L

4L

Revlimid today

Pomalyst today

## CC-92480 vision

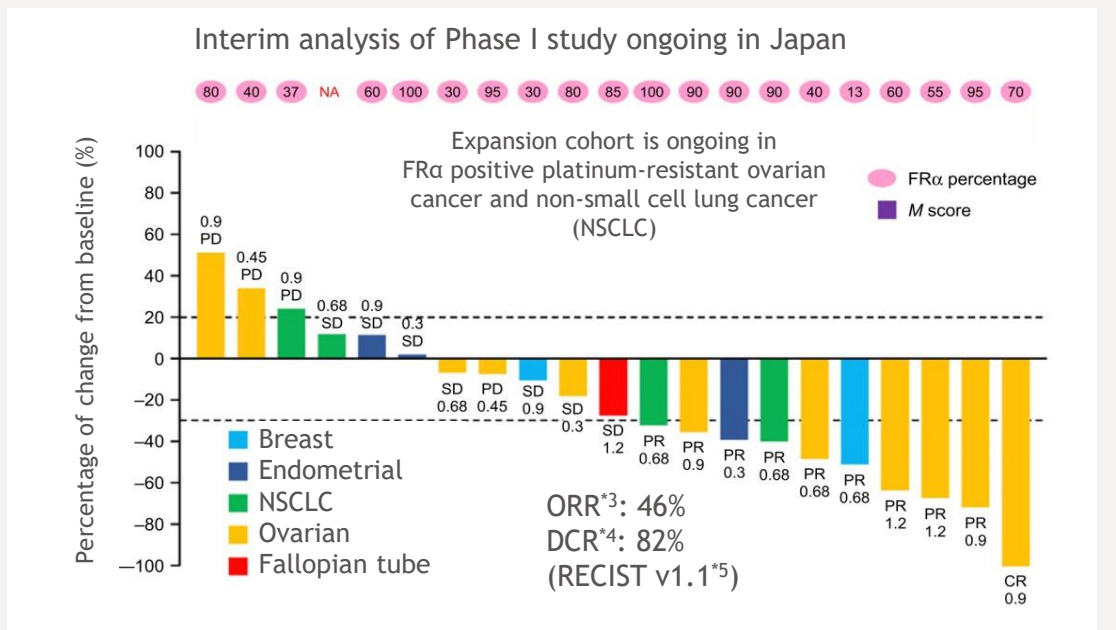
Replace Pomalyst as foundation of treatment in relapsed refractory multiple myeloma (RRMM)

Vision supported by 4L+ data most recently presented at ASH 2021

# MORAb-202: A Novel Folate Receptor Alpha ADC

Differentiated payload (eribulin)

Demonstrated single agent clinical activity across multiple tumor types



## Development plan

- In partnership with Eisai
- Tumors of interest include ovarian, NSQ NSCLC, breast, endometrial
- High addressable population based on range of FR expression

## Next steps

- Evaluating dose range to optimize therapeutic index

Potential to further diversify solid tumor portfolio & extend leading position in Oncology

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## 3. Advance Early-Stage Pipeline

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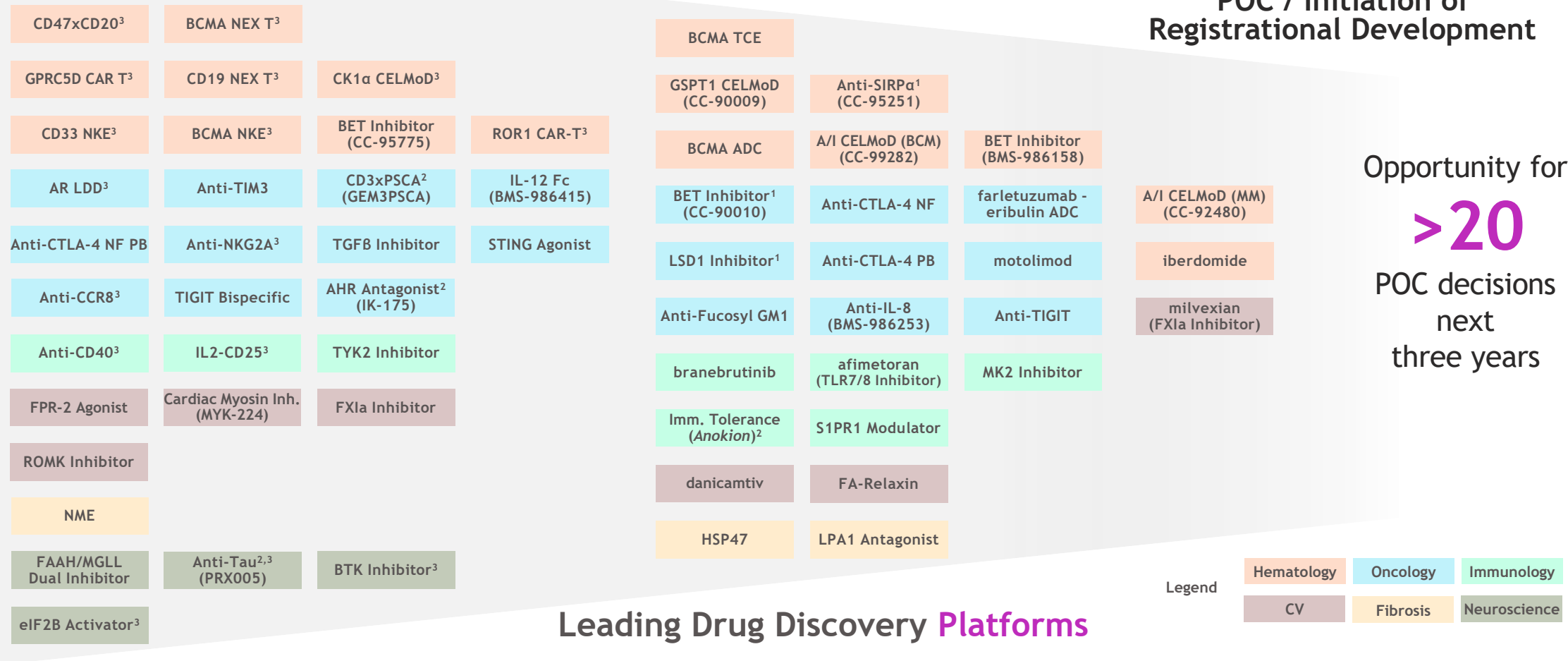
Foundation of key in-line brands ~\$8B - \$10B of growth from 2020 - 2025

# Leading Drug Discovery Platforms Drive Our Deep Ph1 / Ph2 Pipeline

## Phase 1: 32 Assets

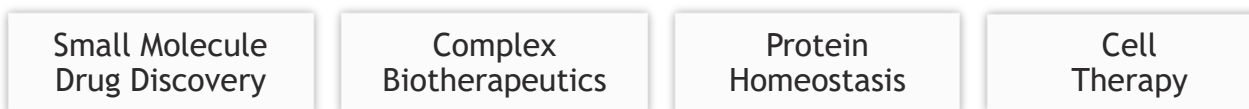
## Phase 1b/2: 27 Assets

## POC / Initiation of Registrational Development

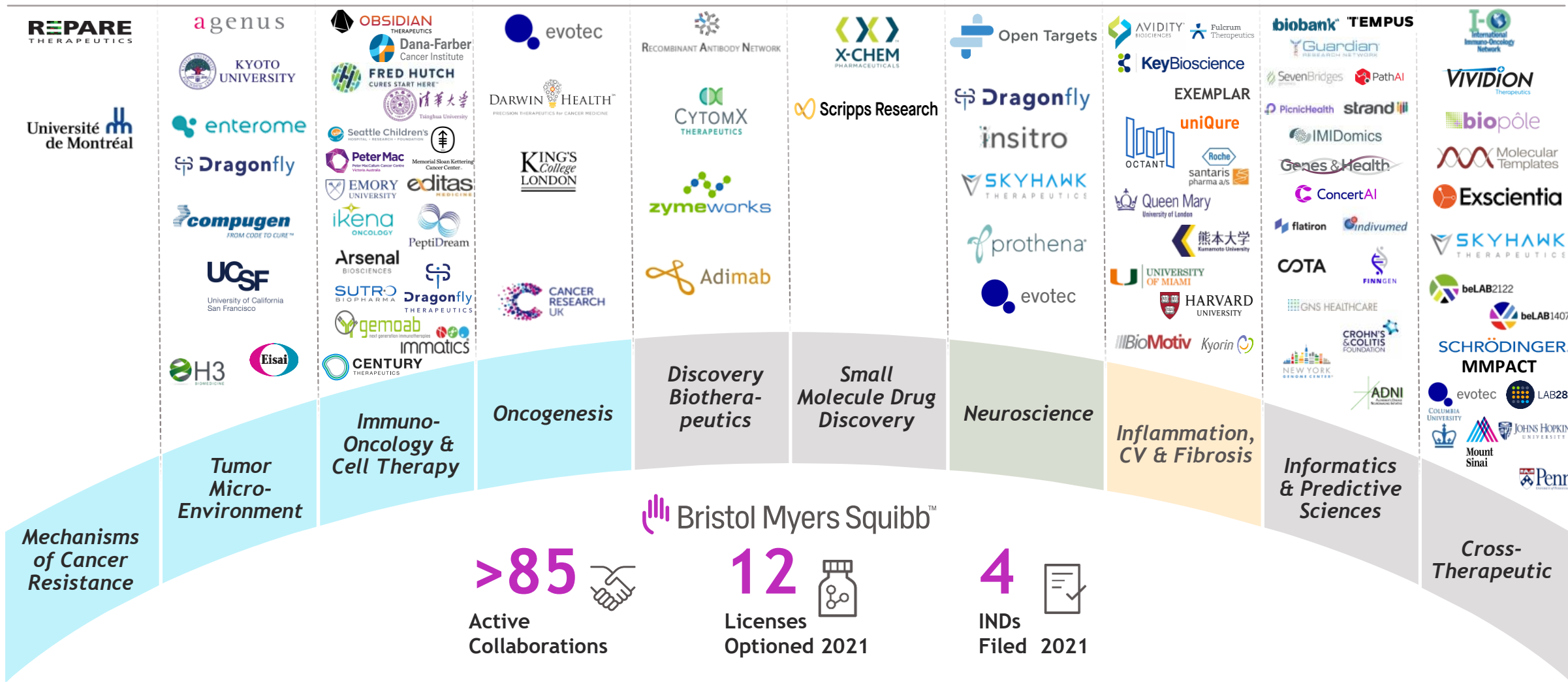


Opportunity for **>20** POC decisions next three years

## Leading Drug Discovery Platforms



# Internal R&D Strengths are Amplified Through Extensive Network of External Partnerships



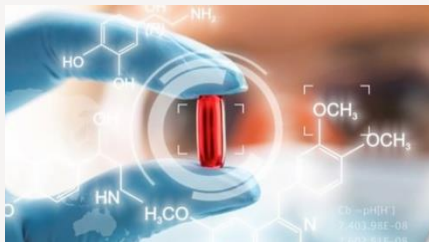


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2022-2024



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# Strong Cash Flow Provides for Significant Financial Flexibility

## \$45B - \$50B

in free cash flow\* 2022-2024

### Disciplined Capital Allocation

#### Prioritizing Business Development

- Continue to execute small & mid-sized bolt-on opportunities
- Replenish and diversify portfolio

#### Strengthening the Balance Sheet

- Continued debt reduction; ~\$12B in maturities from 2022-2024
- Maintain strong investment-grade credit rating

#### Returning Cash to Shareholders

- Continued dividend growth\*\*
  - 13th consecutive dividend increase announced Dec '21
- Opportunistic share repurchase
  - \$15B authorized share repurchase program
  - \$5B ASR agreement to be executed Q1'22

# Business Development Remains a Top Priority to Complement the Portfolio for Long-Term Growth

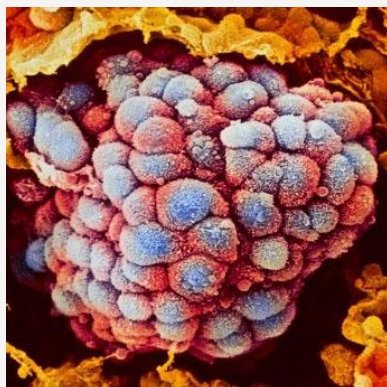
Deals over the last 18 months



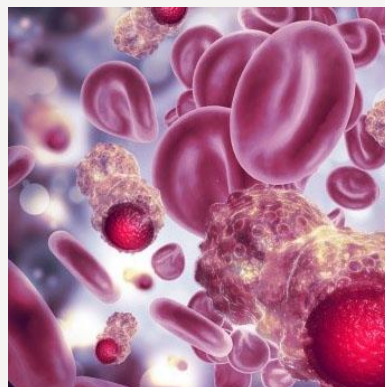
FORBIUS



A further diversified pipeline



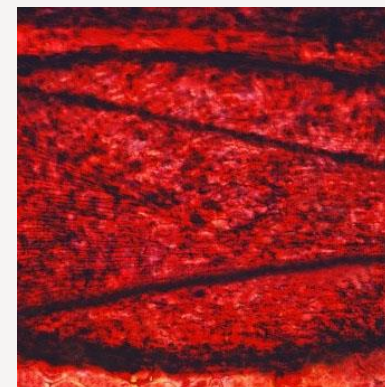
Oncology



Hematology



Immunology



Cardiovascular



Neurology

Will continue to execute BD in leading scientific areas of high unmet medical need with financial discipline

# Strong Replacement Power Drives Growth Through the Decade

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# Delivered on Our 2021 Commitments

2021 Key Milestones			
Opdivo (+/- Yervoy)	U.S./EU expected approvals: <input checked="" type="checkbox"/> 1L RCC (9ER) <input checked="" type="checkbox"/> 1L GC (649, O+Chemo) <input checked="" type="checkbox"/> adj Eso (577) <input checked="" type="checkbox"/> adj MIBC (274)	Abecma	<input checked="" type="checkbox"/> 4L+ MM U.S. <sup>3</sup> <input checked="" type="checkbox"/> 4L+ MM EU approval
		Iberdomide + dex	<input checked="" type="checkbox"/> 4L+ MM Ph 1b/2a
	<input checked="" type="checkbox"/> 1L Esophageal (CM-648)	Deucravacitinib	<input checked="" type="checkbox"/> PsO (2 <sup>nd</sup> study) Ph3 <input checked="" type="checkbox"/> U.S. filing
	<input checked="" type="checkbox"/> Opdivo return to annual growth		<input checked="" type="checkbox"/> UC Ph2 (POC)
Relatlimab	<input checked="" type="checkbox"/> 1L Melanoma w/Opdivo Ph3	Zeposia	<input checked="" type="checkbox"/> UC U.S. <input checked="" type="checkbox"/> EU approval
Breyanzi	<input checked="" type="checkbox"/> 3L+ LBCL U.S. <input type="checkbox"/> 3L+ LBCL EU approval <sup>1</sup>	Cendakimab	<input checked="" type="checkbox"/> Initiation of Ph3
	<input checked="" type="checkbox"/> 2L TE LBCL <input checked="" type="checkbox"/> 2L TNE LBCL	Factor Xla inh.	<input checked="" type="checkbox"/> Total Knee Replacement VTEp Ph2 (POC)
	<input type="checkbox"/> 3L+ CLL <sup>2</sup>	Mavacamten	<input checked="" type="checkbox"/> oHCM U.S. filing <input type="checkbox"/> oHCM approval <sup>4</sup>

Milestones represent data read-outs unless otherwise specified  
 To be expanded to include regulatory milestones pending future registrational successes

<sup>1</sup> Expected in 2022

<sup>2</sup> Expected in 2023

<sup>3</sup> Approved after 4 prior lines of therapy

<sup>4</sup> PDUFA April 28, 2022

# Portfolio Depth Provides Significant Near-term Catalysts

2022 Key Milestones			
Opdivo (+/- Yervoy)	U.S./EU expected approvals: <input type="checkbox"/> 1L ESCC (CM-648) <input type="checkbox"/> Neo-adj lung EFS (CM-816) (U.S.)	deucravacitinib	<input type="checkbox"/> PsO U.S. approval <input type="checkbox"/> SLE Ph2 (POC)
relatlimab + Opdivo FDC	<input type="checkbox"/> 1L melanoma U.S. approval <input type="checkbox"/> Initiation 2L+ CRC Ph3	cendakimab	<input type="checkbox"/> AD Ph2 (POC)
bempeg	<input type="checkbox"/> 1L melanoma <input type="checkbox"/> 1L renal <input type="checkbox"/> 1L bladder	mavacamten	<input type="checkbox"/> oHCM U.S. approval <input type="checkbox"/> SRT (VALOR) Ph3 <input type="checkbox"/> Initiation nHCM Ph3
Breyanzi	<input type="checkbox"/> 2L LBCL U.S. approval <input type="checkbox"/> 3L+ LBCL EU approval		
Abecma	<input type="checkbox"/> 2L+ MM (KarMMa-2) Ph2 (POC)	milvexian	<input type="checkbox"/> SSP Ph2 (POC)
Iberdomide	<input type="checkbox"/> Initiation 2L+ MM Ph3 (EXCALIBER)		
CC-92480	<input type="checkbox"/> 4L+ MM Ph1/2		

2023/2024 Key Milestones			
Opdivo (+/- Yervoy)	Metastatic: <input type="checkbox"/> 1L CRPC (CM-7DX) <input type="checkbox"/> 1L HCC (CM-9DW)	iberdomide	<input type="checkbox"/> Initiation of Post transplant maintenance Ph3 H2H vs Rev <input type="checkbox"/> Initiation of NDMM Ph3 H2H vs. Rev
	Early Stage: <input type="checkbox"/> Adj. HCC (CM-9DX) <input type="checkbox"/> Adj. RCC (CM-914) <input type="checkbox"/> Peri-adj Lung (CM-77T) <input type="checkbox"/> Peri-adj MIBC (CM-078) <input type="checkbox"/> Adj. NSCLC (ANVIL, co-op group)		
relatlimab + Opdivo FDC	<input type="checkbox"/> 1L melanoma EU approval <input type="checkbox"/> Initiation of 1L Lung <input type="checkbox"/> 2L HCC (POC)	CC-92480	<input type="checkbox"/> Initiation triplet 2L+ MM Ph3
bempeg	<input type="checkbox"/> Neo-adj. cis-ineligible MIBC	Reblozyl	<input type="checkbox"/> 1L MDS (ESA naïve) COMMANDS Ph3 <input type="checkbox"/> MF INDEPENDENCE Ph3
Breyanzi	<input type="checkbox"/> 3L+ FL <input type="checkbox"/> 3L+ CLL	deucravacitinib	<input type="checkbox"/> PsO EU approval <input type="checkbox"/> PsA Ph3 <input type="checkbox"/> CD & DLE Ph2 (POC) <input type="checkbox"/> UC (IM011-127) Ph2 (POC)
Abecma	<input type="checkbox"/> 3L+ MM (KarMMa-3) Ph3		cendakimab
CC-93269 BCMA TCE	<input type="checkbox"/> Initiation of pivotal trial	Zeposia	<input type="checkbox"/> CD Ph3
		mavacamten	<input type="checkbox"/> HFpEF Ph2 EMBARK (POC)

# Critical 2022 & 2023 Deliverables to Unlock Value of New Product Portfolio



Establish broad access for Zeposia in UC



Enable expansion for Reblozyl through successful 1L MDS COMMANDS trial



Build industry-leading cell therapy franchise, anchored on Breyanzi

mavacamten

Deliver successful launch of mavacamten over the next year

deucravacitinib

Establish deucravacitinib as oral of choice in moderate to severe Psoriasis

# 2022 Revenue Growth of Continuing Business Offsets Decline of Key LOE Brands, Coupled with **Strong Earnings Growth**

## 2022 Net Sales Guidance

Total Company Sales ~\$47.0B or low single-digit growth

Key LOE Brands ~\$10.5B or double-digit decline

**Continuing Business ~\$36.5B or low double-digit growth**

Continued growth of  
in-line business

New Product  
portfolio growth

Operational Execution &  
Disciplined OpEx Management

**2022 Diluted Non-GAAP EPS of ~\$7.65 - \$7.95\***



# Strong Replacement Power Drives Growth Through the Decade

## Continuing Business Growth

- Significant growth potential of Continuing Business through Key LOEs

## Launches

- 9 new product launches - 4 medicines with \$4B+ non-risk adjusted sales potential\*

## Advancing pipeline

- Rapidly advancing pipeline with 7 mid-stage programs and over 20 POC decisions in the next 3 years

## Optionality

- Financial strength for continued investment in Business Development

# JP Morgan Presentation

January 10, 2022



Transforming patients' lives  
through science™

