

Using the Mozambique National Quality Policy to Encourage Biomedical Research, Innovation, & Infrastructure Investment

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BMS Mission

To
discover,
develop and
deliver innovative
medicines...

that help patients prevail over serious diseases.

NOT FOR PRODUCT PROMOTIONAL USE

 Bristol-Myers Squibb



Bristol-Myers Squibb at a Glance

BMJ
NYSE



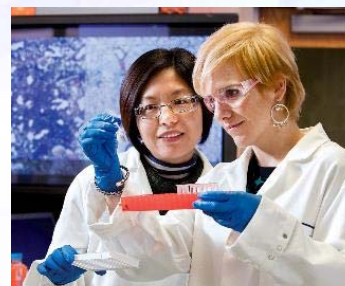
CEO

**Giovanni
Caforio, M.D.**



Headquarters

New York City



Business

Biopharmaceuticals



Net Sales

2015

R&D Investment
IN 2015
\$5.92 BILLION
\$4.04 BILLION
on a
non-GAAP basis*

25,000
Employees

www.bms.com

Orencia.....\$1.9 BILLION
Eliquis\$1.9 BILLION
Sprycel\$1.6 BILLION
Hepatitis C.....\$1.6 BILLION
franchise
Yervoy.....\$1.1 BILLION
Opdivo.....\$942 MILLION

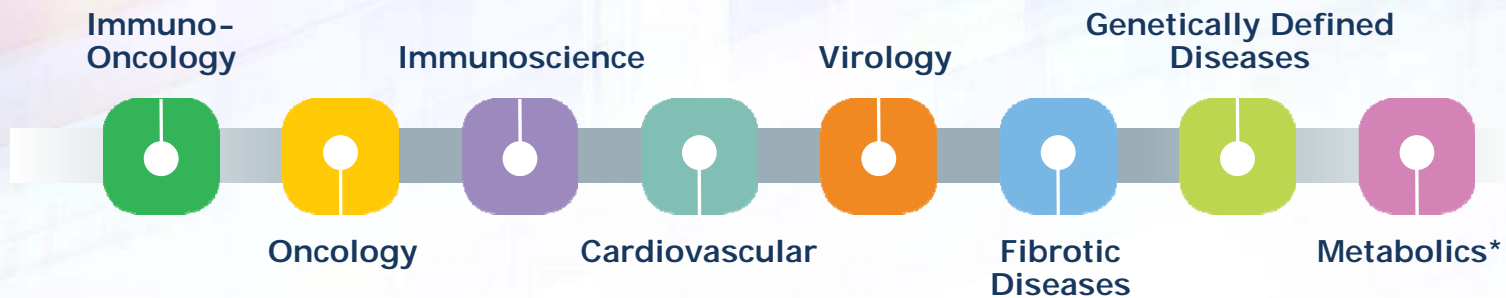
Largest –Selling Products

2015

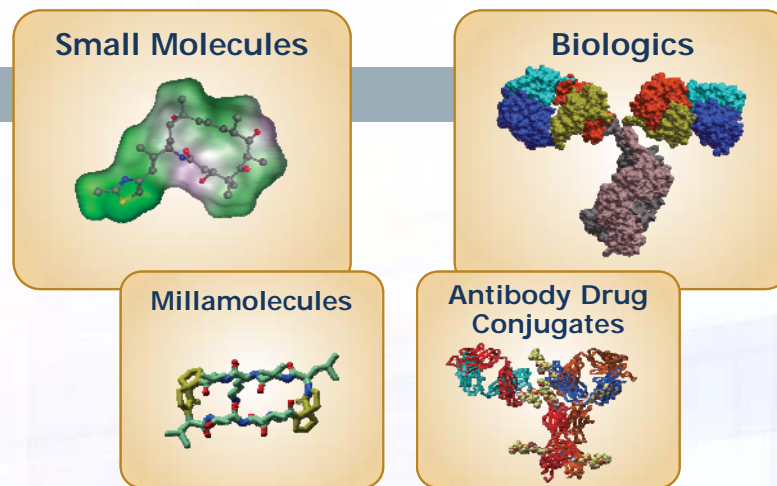
*This non-GAAP amount excludes significant upfront and milestone payments for business development transactions and other specified R&D items. A reconciliation of GAAP to non-GAAP measures can be found on our website at www.bms.com.

R&D Strategic Focus

DISEASE AREA FOCUS



DRUG PLATFORMS



**Focus on progressing early development assets and transitioning late-stage assets to AstraZeneca*

Bristol-Myers Squibb Foundation Highlights



LOCAL ACTION, GLOBAL IMPACT

IN 2015 ALMOST

325,000 CHILDREN



have received HIV/AIDS care through Baylor College of Medicine-Bristol-Myers Squibb Children's Clinical Centers of Excellence in five African countries and a network of rural clinics funded by *SECURE THE FUTURE*

CANCER MOONSHOT
\$25 Million commitment

Disaster Relief



2,627

Collaborating PARTNERS

Contributing to our global projects



Over 90 grantee projects in 20 countries testing innovative models of care and support to improve access and outcomes for the underserved

134,280

Health care workers trained around the world through Foundation programs

Case Study: Global HOPE*

\$50 million
in catalytic funding
over next 5 years



Bristol-Myers Squibb Foundation

SECURE THE FUTURE®

Care and support for communities affected by HIV/AIDS in Africa



Bristol-Myers Squibb Foundation and partners** launched an innovative pediatric oncology treatment network that will help build long-term capacity to treat and dramatically improve the prognosis of thousands of children with blood disorders and cancer in southern and east Africa

“Our goal is and must continue to be that no child – anywhere in the world – should die from cancer. But at a minimum, all children should have the same fighting chance.”

Giovanni Caforio

The Global HOPE initiative aims to treat more than 5,000 children and train thousands of healthcare professionals within the region.

*HOPE: Hematology-Oncology Pediatric Excellence;

**Partners include Baylor College of Medicine (raising an additional \$50 million), Texas Children's Hospital and the governments of Botswana, Uganda and Malawi

Why is a Strong National Quality Policy Important in Mozambique?



*"Cancer affects the lives of children all over the world, but it is estimated that up to 90 percent of children with cancer live in developing countries ... In low income countries where access to healthcare is limited, childhood cancer survival rates are as low as 10-20%. Although HIV/AIDS infections amongst children remain a critical health priority in sub-Saharan Africa, cancer is emerging as one of the major causes of childhood death on the African continent."**

*Excerpted from The Borgen Project, "Treating Childhood Cancer in Africa." Accessible at: <https://borgenproject.org/childhood-cancer-in-africa/>.

Case Study: Counterfeit Drugs in Africa



Fake medicines cost lives

USP-Ghana Partnership: Center for Pharmaceutical Advancement And Training

"USP is working to help build Africa's capacity to tackle the growing threat of counterfeit and substandard medicines, a major public health challenge on the continent. We are committed to being one of Africa's most trusted partners and a resource for the quality control of medicines. We are collaborating with global, regional and local partners to ensure people in Africa have medicines they can rely on to be of good quality, safe and beneficial."

-Kelly Willis USP SVP of Global Public Health

*More information on the program accessible at: http://www.usp.org/news/usp-ghana-expands-center-pharmaceutical-advancement-and-training-combat-poor-quality-medicines-africa?language_content_entity=en.

Components of a Strong National Quality Policy

transparent

engages diverse stakeholders

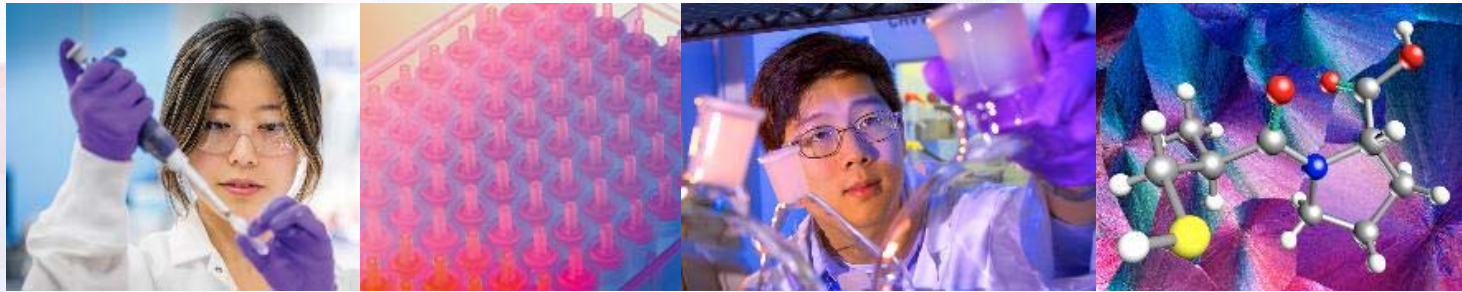
predictable

patient-centered

public-private partnering

encourages innovation

addresses unmet healthcare needs



A Strong National Quality Policy Attracts:

- Innovative Programs to Deal with Emerging Health Crises
- Clinical Trial Investment
- Private Sector Jobs
- Public-Private Partnership Opportunities

National Quality Policy is Necessary to Address Emerging Health Crises



*"Cancer affects the lives of children all over the world, but it is estimated that up to 90 percent of children with cancer live in developing countries ... In low income countries where access to healthcare is limited, childhood cancer survival rates are as low as 10-20%. Although HIV/AIDS infections amongst children remain a critical health priority in sub-Saharan Africa, cancer is emerging as one of the major causes of childhood death on the African continent."**

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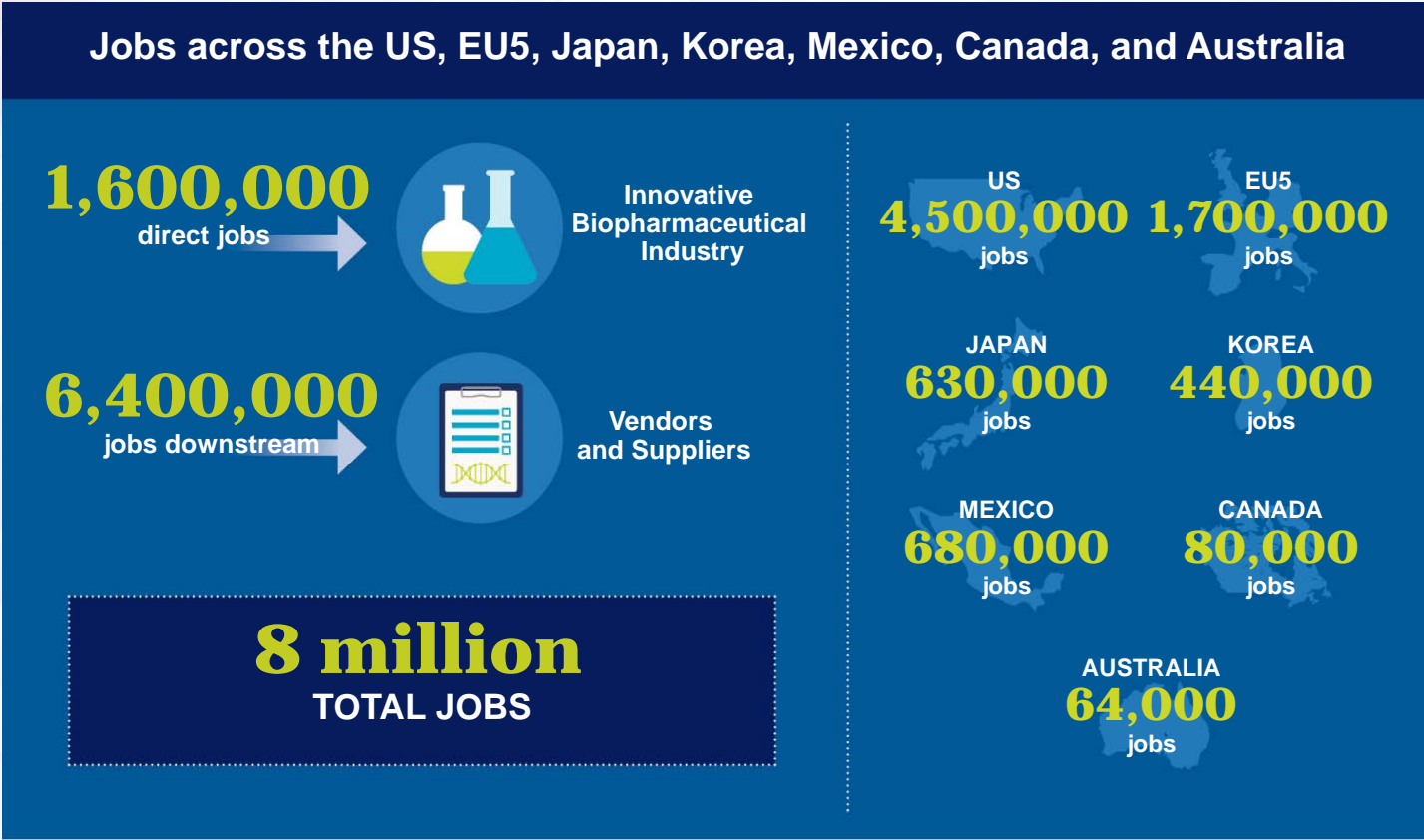
A Strong National Quality Policy Attracts Clinical Trial Investment

Builds Research & Healthcare Capacity

Boosts Economy

Improves local infrastructure

A Strong National Quality Policy Attracts Private-Sector Pharmaceutical Industry Jobs



A Strong National Quality Policy Encourages Public-Private Partnerships

Demonstrates Commitment to Patient Safety

Encourages Innovation

Reduces Health Disparities

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- Workshop Participants

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- General Questions:
 - Rachael Eckles @ Rachael.Eckles@bms.com.
- Bristol-Myers Squibb Foundation Inquiries:
 - Phangisile Mtshali, Director, Corporate Philanthropy, BMS Foundation @ Phangisile.Mtshali@bms.com. (Based in Johannesburg, South Africa).