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.
Bristol-Myers Squibb at a Glance

CEO
Giovanni Caforio, M.D.

Headquarters
New York City

Business
Biopharmaceuticals

Net Sales
$16.6 BILLION
IN REVENUE
2015

R&D Investment
$5.92 BILLION
IN 2015

$4.04 BILLION
on a non-GAAP basis*

25,000 Employees

www.bms.com

Largest-Selling Products

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

*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

- Immuno-Oncology
- Immunoscience
- Virology
- Genetically Defined Diseases

- Oncology
- Cardiovascular
- Fibrotic Diseases
- Metabolics*

DRUG PLATFORMS

- Small Molecules
- Biologics
- Millamolecules
- Antibody Drug Conjugates

*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.

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

Disaster Relief

$25 Million commitment

CANCER MOONSHOT

2,627 Collaborating PARTNERS

Contributing to our global projects

134,280 Health care workers trained around the world through Foundation programs

NOT FOR PRODUCT PROMOTIONAL USE
Case Study: Global HOPE*

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 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

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

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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

<table>
<thead>
<tr>
<th>Country</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>4,500,000 jobs</td>
</tr>
<tr>
<td>EU5</td>
<td>1,700,000 jobs</td>
</tr>
<tr>
<td>JAPAN</td>
<td>630,000 jobs</td>
</tr>
<tr>
<td>KOREA</td>
<td>440,000 jobs</td>
</tr>
<tr>
<td>MEXICO</td>
<td>680,000 jobs</td>
</tr>
<tr>
<td>CANADA</td>
<td>80,000 jobs</td>
</tr>
<tr>
<td>AUSTRALIA</td>
<td>64,000 jobs</td>
</tr>
</tbody>
</table>

**1,600,000** direct jobs

**6,400,000** jobs downstream

**8 million** TOTAL JOBS
A Strong National Quality Policy Encourages Public-Private Partnerships

- Demonstrates Commitment to Patient Safety
- Encourages Innovation
- Reduces Health Disparities
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Thank You!

• General Questions:
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