

## Cerep and Bristol-Myers Squibb announce strategic collaborative agreement

**Paris, France, 21 July 1999** - Cerep SA., (Nouveau Marché: CEREP) the French drug discovery company and Bristol-Myers Squibb Company (NYSE:BMJ) announced today that they have signed a General Agreement to enter a strategic collaboration that comprises three distinct parts: a subscription to Cerep's proprietary database BioPrint™, a collaborative research and drug discovery program; and the benefit of the transfer of UPSA's (a wholly owned French subsidiary of Bristol-Myers Squibb) scientific staff, research equipment and facilities to Cerep.

The total value of the collaboration to Cerep, based on the BioPrint™ subscription, research funding and potential milestone payments could exceed USD 43 million and will include an equity stake by Bristol Myers Squibb, of USD 3 million. Cerep will also receive royalties on any products resulting from the drug discovery collaboration.

### **Subscription to Cerep's proprietary database, BioPrint™**

The BioPrint™ Database consists of a rapidly growing set of data that relate chemical structure, *in vitro* test results, and *in vivo* activities for the purpose of designing drug-like properties into a molecule. Included in the BioPrint™ database are data on marketed drugs, subscriber reference compounds and compounds proprietary to BioPrint™ subscribers. Cerep has developed a set of informatics tools (BioPrint™ Tools) designed specifically to aid in the visualization and analysis of large sets of profiling data.

Under the terms of this five-year agreement (with an option for BMS to terminate at the end of three years) BMS will have non-exclusive access to the BioPrint™ Database and BioPrint™ Tools. Cerep will carry out high throughput profiling of BMS compounds currently in the lead development process. BMS will use this proprietary data set in combination with the BioPrint™ Database and Tools.

In addition, Cerep and BMS will develop and share technologies related to assay miniaturization for compound profiling.

"We are pleased to initiate this collaborative agreement with Cerep," said William H. Koster, Ph.D., senior vice president, Drug Discovery, Bristol-Myers Squibb. "We are attracted to this alliance because of Cerep's unique capabilities in high throughput pharmacological and pharmaceutical profiling. Bristol-Myers Squibb looks forward to a fruitful and satisfying alliance with Cerep."

### **Collaborative Research and Drug Discovery Program**

Cerep and BMS will collaborate on a drug discovery effort based on three targets. Cerep will utilize its full suite of drug discovery technologies including molecular modeling, library design, library syntheses, high throughput screening, profiling, BioPrint™ Database and Tools, and compound optimization. BMS will be responsible for clinical development. Cerep will receive milestone payments at key compound development steps and royalties when compounds reach the market. This agreement has been signed for the same period of five years.

The total amount of the R&D funding will be USD 5 million per year.

### **Transfer of UPSA's Drug Discovery department to Cerep**

Under this agreement UPSA will transfer to Cerep a number of activities namely chemistry, biology and preclinical pharmacokinetics, equipment, and facilities located in Rueil-Malmaison, France. This transfer will allow Cerep to accelerate development of medicinal chemistry and animal pharmacology capabilities for BMS and other partners. These technologies are scheduled to be incorporated over the next 18 months into Cerep's Drug Discovery platform.

" This alliance is the opportunity for a significant part of the UPSA Discovery scientists to join Cerep, a very dynamic and efficient French-based drug discovery company " said Pierre Le Sourd, President, Bristol-Myers Squibb France and UPSA Group.

" UPSA will provide to Cerep a new, complementary expertise, primarily in the areas of medicinal chemistry and biology. This unique partnership is a creative example of building a research alliance between France and the US while providing a new future for UPSA, the leading company in pain management, and its Discovery Group " continued Mr Le Sourd.

In this context, the main UPSA pain discovery projects will be transferred to Bristol-Myers Squibb Pharmaceutical Research Institute in the US.

The final agreements will be signed after UPSA's Work Councils have been duly informed and consulted, as required by French Labour Law.

*Cerep is a drug discovery company that focuses on finding new and effective drugs. The Company's mission is to develop integrated technologies and tools to overcome the current obstacles and challenges of the drug discovery process. Cerep assists pharmaceutical companies by incorporating all the facets of innovative technologies for the discovery of novel and effective drugs. In Europe and North America, the Company has developed an extensive R&D capacity in the areas of high-throughput profiling, lead development and screening, high-throughput organic synthesis and computational chemistry. Cerep has a unique business model combining revenue generating drug discovery services with strategic collaborations in drug discovery.*

*Statements included in this press release which are not historical in nature are intended to be, and are hereby identified as, "forward-looking statements" for purposes of the safe harbour provided by Section 21E of the Securities Exchange Act of 1934, as amended by the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words including "anticipates", "believes", "intends", "estimates", "expects" and similar expressions. The company cautions readers that forward-looking statements, including without limitation those relating to the company's future operations and business prospects, are subject to certain risks and uncertainties that could cause actual results to differ materially from those indicated in the forward-looking statements. Factors that may affect future operations and business prospects include, but are not limited to, clinical and scientific results and developments concerning corporate collaborations and the company's proprietary rights and other factors described in the prospectus relating to the company's recent public offering.*