Roche and Genentech Company Presentation

Pharma Partnering
The Roche Group: an innovation-led company

Why we make a good partner

What we are looking for from you
The Roche Group: an innovation-led company

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Why we make a good partner
The Roche Group
A leading healthcare company dedicated to innovation in a sustainable way

1896
Founded in Basel
Family still holds majority stake

1896

58.3 bn
Sales 2020 (CHF)

101'465
Employees worldwide

28,900,000
people treated worldwide with our medicines in 2020

Genentech\(^1\), first publicly-owned
Biotech

1 Genentech became a full member of the Roche group in March 2009

#1
R&D investor in healthcare

Lasting…
>30 medicines on World Health Organization List of Essential Medicines

… and Sustainable
Among top companies in Dow Jones Sustainability Index (Life Sciences Sector) for 11 consecutive years

37
FDA Breakthrough Designations
Our unique innovation model
Providing scientific freedom to work, think and address problems in different ways

Research and Early Development
- Genentech (gRED)
- Roche (pRED)
- Chugai

Independent Centers for Research and Early Development

Late Stage and Commercial (Pharma)
- Global Product Development
- Manufacturing
- Commercialization
- Worldwide execution

External Innovation
- Spark
- Foundation Medicine
- Flatiron

Roche Pharma Partnering
Managing over 220 partnerships
The leader in personalized healthcare

Optimally positioning us for the future

Combining pharmaceuticals and diagnostics under one roof together with deep know-how in molecular biology and data science, make Roche a unique partner to drive next step in the evolution of healthcare.

Leader in Diagnostics

Leader in Pharma
Pushing toward new frontiers
Creating new opportunities across all therapeutic areas and modalities

T-cell bispecific Platform
Leading portfolio of T-cell engagers across hematology and solid tumors

Evrysdi
First oral small molecule treatment for spinal muscular atrophy

VEGF-ANG2 BsAb (faricimab)
First bi-specific antibody for the eye

CEA CD3 TCB (cibisatamab)
First T cell engager in solid tumors

Xofluza
First single-dose treatment for influenza
What we are looking for from you

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Why we make a good partner
With around **120 people worldwide**, Pharma Partnering offers speed, flexibility and accessibility to partners.
Our approach to Partnering in the Pharma industry

We value external innovation and bring our best experts to the table

Our four-step partnering process

- **Identify**
  the areas of interest

- **Search**
  the latest developments

- **Start**
  the first conversations

- **Maintain**
  a lasting partnership
Because a great idea is a great idea…
…no matter where it comes from

∼ 50% of R&D pipeline involve a partnership

∼ 40% of total Pharma sales generated from partnered or in-licensed products
20 new molecules launched since 2011
14 out of the 20 are partnered medicines
Recent deals and partnerships\(^1\)

**Accelerate drug discovery and driving personalized healthcare**

### Early stage assets
- **DICERNA** (HBV)
- **IONIS** (lominersen)\(^2\)
- **SAREPTA** (SRP-9001/DMD)
- **REGENERON** (REGN-2001)
- **PTC Therapeutics** (risdiplam)\(^2\)
- **Adaptive Biotechnologies** (T-cell therapies)
- **4DMT** (choroideremia)

### Late stage assets
- **Promedior** (rhPentraxin-2)
- **Spark Therapeutics** (gene therapy; SPK-9011)
- **Vividion Therapeutics** (E3 ligases)
- **Regeneron** (RNA-targeting)
- **Blueprint Medicine** (SLC transporters)
- **Arrakis Therapeutics**
- **FRED HUTCH** (digital remote monitoring system)
- **Flatiron** (electronic health records)

### Research technologies
- **Molecular information**
- **RNA targeting**
- **E3 ligases**
- **SLC transporters**
- **molecular information**
- **digital remote monitoring system**
- **electronic health records**

### Digital & PHC
- **Foundation Medicine**

### New agreements in

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<th>Antibodies</th>
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\(^1\) Non-exhaustive overview; \(^2\) at the time of licensing
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Why we make a good partner

What we are looking for from you
Our focus areas

Seeking great science across multiple therapeutic areas

**Digital & Personalized Healthcare**
- Robust data sets
- Advanced Analytics (artificial intelligence incl. machine learning and deep-learning models)
- Digital and mobile technologies

**Oncology & Cancer Immunotherapy**
- Oncogenic drivers
- Synthetic lethality
- Adaptive and innate immunity
- Neoantigens
- Stromal biology
- Cell therapies

**Immunology**
- Gastroenterology, Respiratory, Rheumatology
  - Innate, Adaptive, Fibrosis, Tolerance and Tissue Regeneration Targets

**Infectious Diseases**
- Hepatitis B
- Respiratory Viruses
- Multidrug-resistant, Gram-negative Bacterial Infections

**Neuroscience**
- Neurodegeneration (e.g. AD, Parkinson’s disease, HD, ALS)
- Neuroinflammation (e.g. MS)
- Neurodevelopmental (e.g. ASD, Angelman’s Syndrome)
- Pain (non-opioid treatments for chronic pain)

**Ophthalmology**
- Retinal diseases and long acting ocular drug delivery solutions
- Glaucoma and dry eye disease

**Rare Diseases**
- Monogenetic rare diseases

**Research Technologies**
- Novel modalities & enabling technologies to expand druggable target space
- Targeted, intracellular delivery
- Artificial intelligence for drug discovery
- Genomic Medicine platforms
What makes us different?

*We are passionate about advancing science with you*

1. We are a pioneer in healthcare across disease areas, in both pharmaceuticals and diagnostics

2. Working with us means working respectfully eye-to-eye with peers

3. Our approach to partnering is open and flexible
Further information & contacts

Roche Pharma Partnering

roche.com/partnering
pharma.partnering@roche.com

Genentech
A Member of the Roche Group
gene.com/partnering
pharmapartnering@gene.com
Doing now what patients need next