
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**



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Why we make a
good partner



What we are looking
for from you

The Roche Group

A leading healthcare company dedicated to innovation in a sustainable way

1896

Founded in Basel
Family still holds
majority stake



58.3 bn

Sales 2020 (CHF)



Genentech¹, first
publicly-owned

Biotech



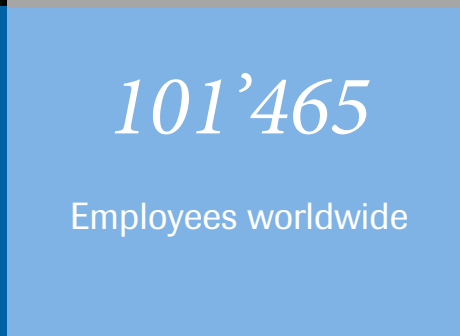
#1

R&D investor in
healthcare



101'465

Employees worldwide



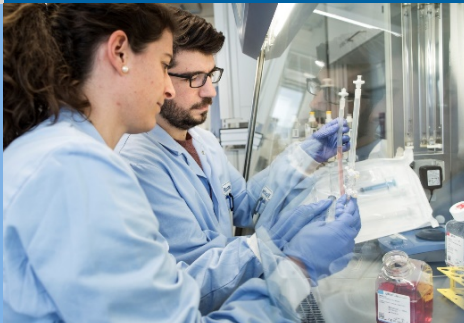
28,900,000

people treated
worldwide with our
medicines in 2020



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

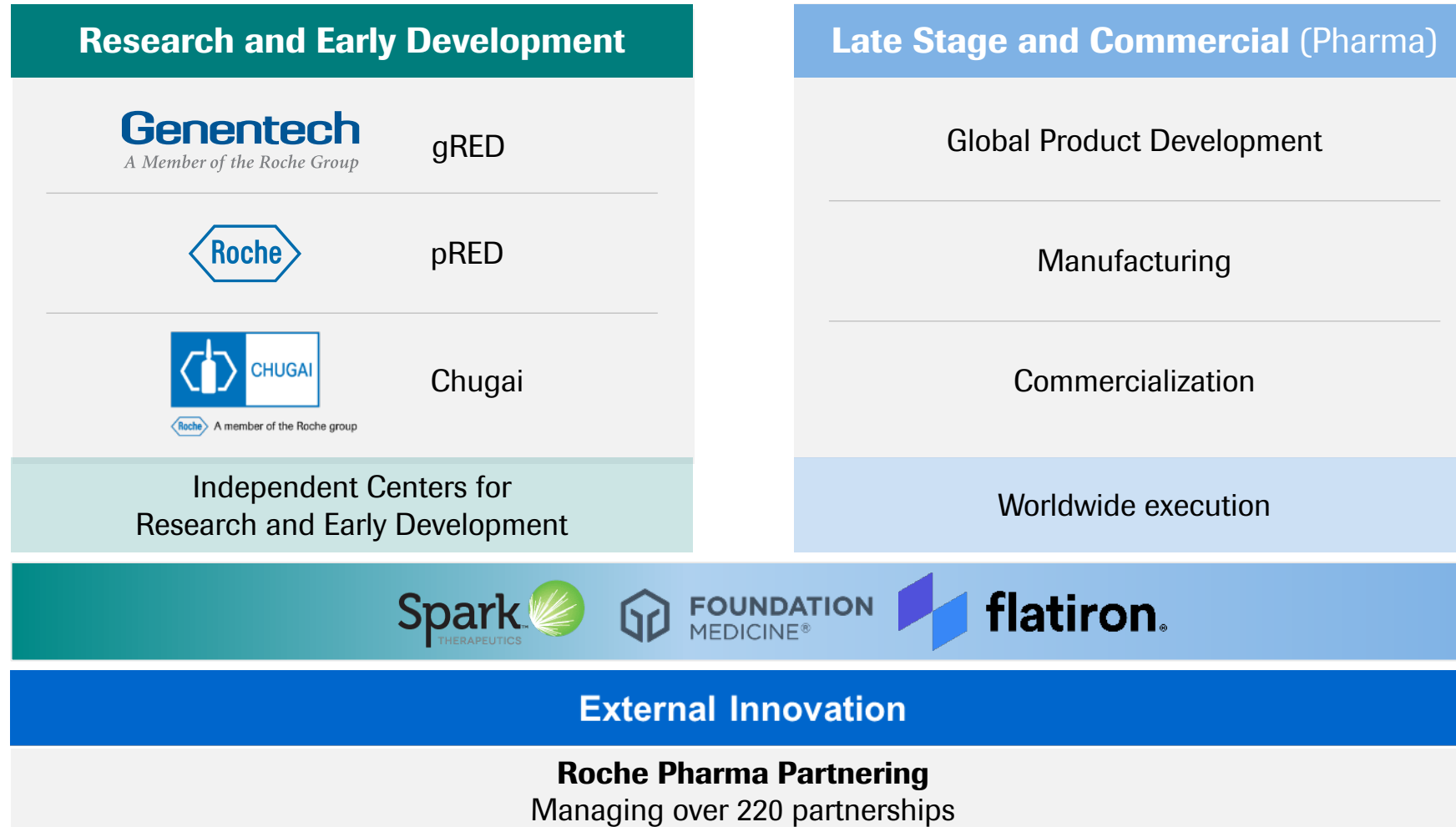
**FDA Breakthrough
Designations**



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

Our unique innovation model

Providing scientific freedom to work, think and address problems in different ways



The leader in personalized healthcare

Optimally positioning us for the future



Leader in **Diagnostics**

**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.



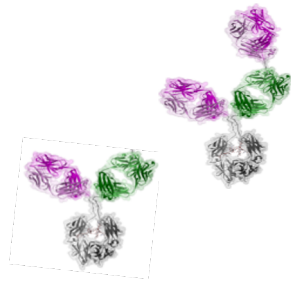
Leader in **Pharma**

Pushing toward new frontiers

Creating new opportunities across all therapeutic areas and modalities

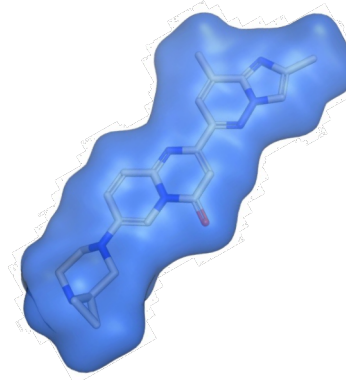
T-cell bispecific Platform

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



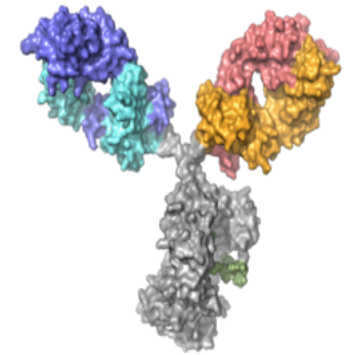
Evrysdi

*First oral
small molecule
treatment for
spinal muscular
atrophy*



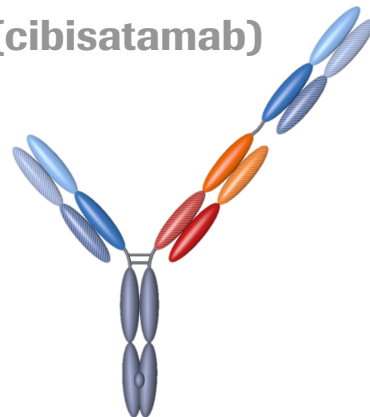
VEGF-ANG2 BsAb (faricimab)

*First
bi-specific
antibody
for the eye*



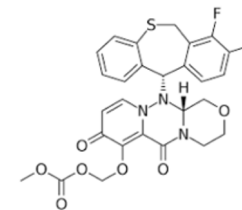
CEA CD3 TCB (cibisatamab)

*First T cell
engager in
solid tumors*



Xofluza

*First single-dose treatment
for influenza*





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**Why we make a
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What we are looking
for from you

Global presence

Pharma Partnering offices




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

A horizontal flow diagram with four circular nodes connected by a blue line. Each node contains text describing a step in the partnering process. The background of the slide shows a blurred image of scientists in a laboratory.

Identify
the areas of
interest

Search
the latest
developments

Start
the first
conversations

Maintain
a lasting
partnership

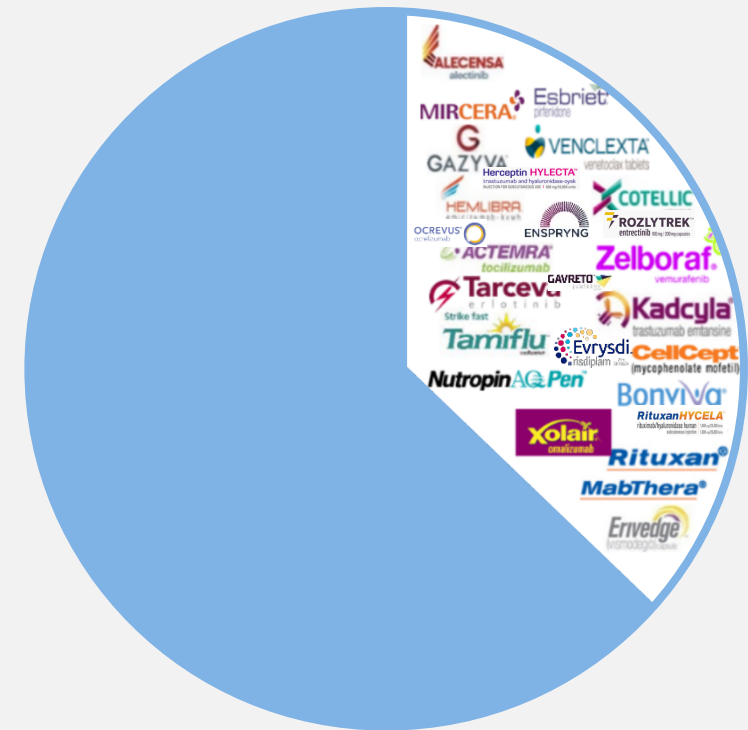
Because a great idea is a great idea... ...no matter where it comes from

~ 50%

of R&D pipeline
involve a partnership

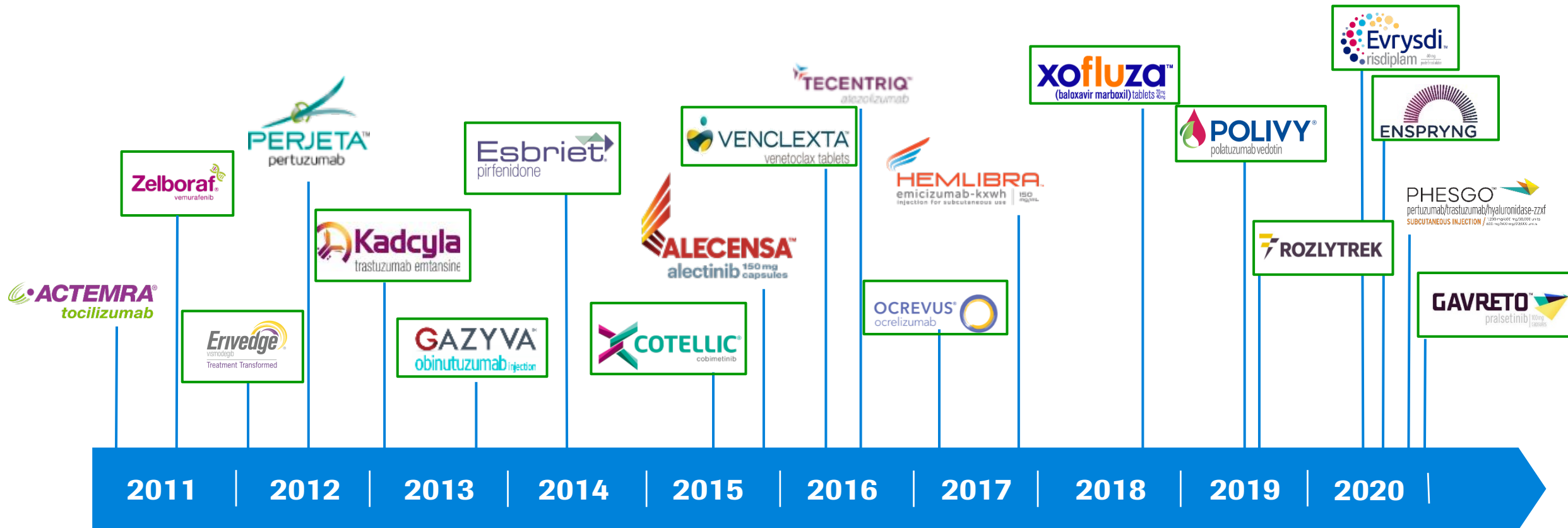
~ 40%

of total Pharma sales
generated from partnered
or in-licensed products



20 new molecules launched since 2011

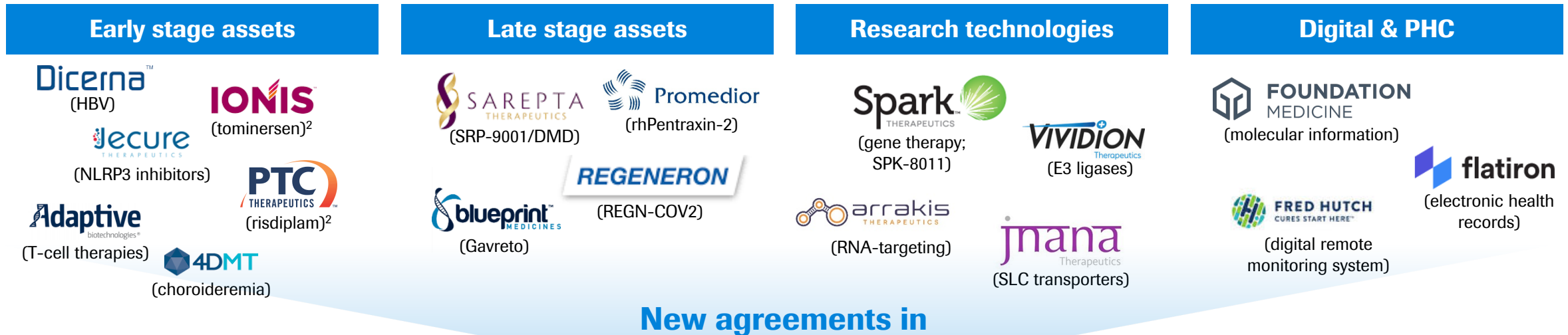
14 out of the 20 are partnered medicines



Partnered medicines

Recent deals and partnerships¹

Accelerate drug discovery and driving personalized healthcare



	Small molecules	Recombinant proteins	Antibodies	Antibody drug conjugates	Bi-specifics	Fusion proteins	Gene therapy	RNA technologies	Personalized mRNA vaccine	Personalized T cells
launched	✓	✓	✓	✓	✓		✓			
NMEs in clinical development *	#12	#1	#19	undisclosed	#15	#8	#7	#6	#2	#1

¹ Non-exhaustive overview; ² at the time of licensing



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**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

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)

Oncology & Cancer Immunotherapy

- Oncogenic drivers
- Synthetic lethality
- Adaptive and innate immunity
- Neoantigens
- Stromal biology
- Cell therapies

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



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



*Working with us means **working**
respectfully eye-to-eye with peers*



*Our approach to partnering is **open**
and flexible*

Roche Pharma Partnering

Further information & contacts



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Genentech

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Doing now what patients need next